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VOLUME 67, NUMBER 16

10% Export Rise Pledged By New National Council

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MEETING THE PRESIDENT: Members of the National Export Expansion Council pledge their efforts toward raising America's exports by 10% during a meeting with President John F. Kennedy in the White House. (Story on page 641.)

Foreign Commerce Weekly

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U.S. Extends Large Loans to India For Economic Development Projects

The United States authorized five new loans in dollars and rupees to India in March covering economic development projects and maintenance imports.

The dollar credits extended to India during the first year of India's 5-Year Plan, which ended March 31, 1962, now amount to $428 million. Loans to cover the remainder of the U.S. commitment to India of $545 million for the first year are being processed.

The newly announced loans are:

- 2,568 million rupees ($539,280,000) to meet local currency costs in India of hydroelectric and thermal power stations such as Sharavathi, Cambay, Bandel, Amlai, and Talcher. The U.S.-owned rupees came from sale of U.S. surplus agricultural commodities in India under PL 480.
- $38 million to meet foreign exchange costs of establishing a 300,000-kilowatt thermal power station in Bandel, West Bengal, 35 miles north of Calcutta.
- $4.2 million for foreign exchange costs of a coal washery plant at Patherdih, Bihar.
- $100 million to finance imports of critically needed industrial commodities.
- $20 million to the Industrial Finance Corporation, (IFC), a Government of India financial institution, for relending to private industry in India.

Large Power Station

The Bandel station will be among the largest thermal power stations in operation in India.

The project entails building a powerhouse, installing four 75,000 kilowatt turbo-generating units, associated boilers, coal and ash handling systems, and auxiliary mechanical and electrical equipment.

Power will be distributed over existing transmission lines and will be used particularly to serve loads in the industrial area around Calcutta. The plant will be operated by the West Bengal State Electricity Board.

A listing of Indian importers newly licensed to bring $220 million in industrial goods into the country will appear in next week's FOREIGN COMMERCE WEEKLY.

The Patherdih coal washery plant is to be constructed by Hindustan Steel, Ltd. It will have a normal rated capacity of 500 metric tons of coal per hour.

In a year's time, the plant will be able to process 1.8 million tons of raw coal, separating the superior varieties required for the steel industry and removing waste. It will yield 1.3 million tons of washed coal.

The $100 million non-project loan will finance imports of many raw materials, components, and machinery, including non-ferrous metals, steel, fertilizers, synthetic tire cord yard, sulphur, carbon black, wood pulp, lubricants, synthetic rubber, other chemical materials, automobile components and spare parts, machine tools, compressors, rollers for steel plants, and other general purpose components.

It is the third non-project loan from the United States to India, bringing the total of such loans to $220 million.

The $20 million loan to the Industrial Finance Corporation will be used to provide the foreign exchange component of credits the corporation extends to private firms in India, for the establishment of new industrial enterprises and for development and expansion of existing concerns.

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A MEMBERSHIP SMILE: Will Clayton, center, a new member of the National Export Expansion Council, receives his certificate of membership from Secretary of Commerce Luther H. Hodges. At right is L. Edward Scriven, Director of the Department's Bureau of International Business Operations. (See Story, Page 641.)

New Agreement Shows Vital Role of Attaches

By Jack N. Behrman,
Assistant Secretary of Commerce for International Affairs

Commercial officers in the U.S. Foreign Services will soon be operating under a new status and new "marching orders" recognizing their vital role in American foreign economic policy.

A new agreement concluded between the Commerce and State Departments recognizes these commercial officers as "career specialists." This means that from now on, they may devote themselves to assisting the U.S. business community while continuing upon a career which ultimately could lead them to an ambassadorship.

The new agreement, for which both Commerce and State Department spokesmen express enthusiasm, recognizes the importance of a larger role for commercial attaches—and the new, prestigious commercial counselors—in American efforts to solve balance-of-payments difficulties.

Basic purpose of the agreement is to allow America's commercial specialists overseas to be even more responsive to the needs of the American business community.

To this end, they will be given the freedom to make wide-ranging trips in search of new markets, and will be assigned to areas in which they will be able to offer the greatest assistance to U.S. businessmen overseas.

The increased prestige given commercial officers is one segment of a vital national program to increase America's exports—a program which also includes the efforts of the Small Business Administration and the Department of Agriculture, as well as familiar Commerce Department programs such as Trade Missions, Trade Fairs, Trade Centers, Trade Contact Surveys, and the numerous analytical studies of the Bureau of International Programs.

An expanded learn-by-doing training program of the Commerce Department will make the commercial officers of the future even more cognizant of the scope of these programs, so that they will be able to give more valuable service to American exporters.

In addition, the number of commercial officers within the Foreign Service is to be increased—by 20 in this fiscal year,

(Continued on page 640)

Lamp Show Makes a Hit In London

Exhibitors at the London Trade Center's lamps and home lighting show wrote $125,000 in sales orders, according to a report received in Washington last week.

About 4,000 buyers and agents, representing firms which dominate the British lamp market, attended the 16-day show which closed March 9.

In addition to the trade visitors, the lamp show attracted architects, designers and writers influential in setting future lighting styles.

Ten American lamp firms were represented at the Trade Center event. Three of them closed new agency agreements while the show was in progress. Seven others already had agents, and several British firms are seeking to represent the 10th.

Largest single order written during the show was the $54,000 order given the British agent for Lightolier, Inc., for flush ceiling fittings for a large building project.

Exhibitors were optimistic over the future potential lamp sales. One said its sales of lamps with a large British chain store should amount to more than $100,000 a year.

14,000 Lamp Bases

Another exhibitor had confirmed orders for 14,000 lamp bases, but no shades. The company, which has not yet decided whether to continue to sell lamp-bases exclusively or to enter the shade business, said that if it did the latter, it could expect about a quarter-million dollars in annual British business.

The American-made lamps had at least one surprise feature—the 3-way bulb and switch, which Trade Center officials said was unfamiliar to 95% of the British lamp trade.

"Acceptance of the bulb was instantaneous and strong," Trade Center officials said. "Most visitors expected a strong demand to develop" for the 3-way units, they said.

Until the Trade Center showing the British had been accustomed to the "Bayonet" bulb and holder, rather than the Edison screw cap and holder required for 3-way lighting.

Partly because of the novelty of the Edison screw cap units in the United Kingdom, Trade Center officials insti-

(Continued on page 640)

Increased Exports Mean Broader Industrial Base

By Douglas Dillon

Secretary of the Treasury

Increasing our exports to meet the demand in new and growing markets abroad will stimulate production in our domestic economy. It will broaden our industrial base and help to create the millions of new jobs that are needed in the years ahead to reduce our present high level of unemployment, to provide for new workers entering the labor force, and to help those whose jobs will be affected by advancing technology.

An expanded export trade is also an essential step toward eliminating our balance-of-payments deficits, which have totaled more than $13 billion over the last 4 years and which have reduced our gold reserves by almost $6 billion.

We have traditionally exported more goods and services than we import, and last year this gave us a commercial surplus of $5 billion.

This surplus was not great enough, however, to offset the dollar outflow from our defense, aid, and investment expenditures abroad.

When all the factors involved in our balance of payments were added up, the result was a deficit of almost $2.5 billion. This was a third less than in 1960, but still much too high.

Allies and Foreign Aid

Our currently prosperous allies are now beginning to help offset our deficit through increased military procurement in the United States, and we expect them to shoulder an increasing share of the foreign aid burden in the future.

But any effective cure for our continuing deficit will also require a larger trade surplus, and this means expanded exports.

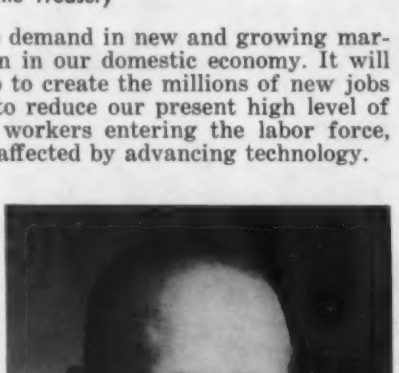
To illustrate: If our commercial exports last year had been only 14% higher —about one-half of one percent of our overall national output—our deficit would have been eliminated.

The Administration is taking steps to increase American sales abroad.

These include special efforts to step up the flow of information on export opportunities and to make our producers more export-conscious, and a new and comprehensive export insurance program developed by the Export-Import Bank in cooperation with 57 casualty insurance companies.

Almost all Administration economic policies are designed to spur domestic investment in productive equipment—thereby creating greater efficiency and competitive potential.

Such policies include a balanced budget which will free funds to finance private investment instead of Government spending; monetary and debt management policies that help to assure adequate investment funds at reasonable long-term rates; the proposed tax credit for productive investment; and modernization of tax depreciation to encourage purchase of new equipment.



Douglas Dillon

Meeting Import Competition

This broad program to stimulate investment—and thereby bring our industries into step with foreign producers who have been modernizing more rapidly —will put American business in a position both to expand sales abroad, and to better meet import competition in our home markets.

However, it will be doomed to failure if we allow prices and wages to get out of hand.

Wage increases in excess of average productivity gains could touch off a round of wage-price inflation that could do serious damage to our export chances.

Furthermore, all our efforts to put our producers in a position to better compete with foreign producers will be meaningless if high tariff walls abroad keep our goods out of foreign markets.

That is just what will happen if Congress fails to give President Kennedy the trade legislation he has asked for.

Without it, our negotiators cannot bargain down the tariff wall around the Common Market.

And bargain it down we must. As internal trade barriers go down in Europe, the effect is to strengthen the external wall around the Market.

Member countries are pledged to eliminate internal barriers, permitting their producers to sell duty-free anywhere within the Market by 1970.

However, unless we negotiate access to the Market, American producers would have to compete over a tariff wall—a wall that for some products, in some nations, would be higher than it is today.

Merchandise Surplus

At present, our exports to the Common Market exceed our imports from it by $1.4 billion—almost half of our commercial merchandise trade surplus.

While a large proportion of this surplus is due to the sale of our agricultural products, including cotton, we also have a surplus of $300 million in trade in manufactured products—exports of $2.3 billion, versus imports of only $2 billion.

Our surplus with that area increased last year, but without reductions in the tariff wall around the Market, we could not expect further gains. On the contrary, we would expect our surplus to shrink.

Significant future reduction of the Market's outside tariff wall would be impossible with the type of authority the President has under existing law.

That law now requires item-by-item negotiation. The Common Market countries have found across-the-board bargaining for whole groups of items at a time the only practical method for their own tariff negotiations. Hence they have little interest in further item-by-item negotiation with us.

The recent tariff negotiations between the United States, the six Common Market Countries, and 25 other nations at Geneva took 17 months.

While they resulted in 20% cuts in tariffs for most Common Market industrial items—in exchange for smaller cuts in our tariffs—our effective authority under the present law was exhausted.

If we want further concessions from the Market countries, we must be prepared to negotiate for whole groups of items.

Act Provides Authority

That is precisely the authority the Trade Expansion Act of 1962 would pro-

vide. Under the proposed legislation, products in which the United States and the Common Market provide four-fifths or more of world trade would be put in a "dominant supplier" group, on which tariffs could eventually be entirely eliminated.

Other tariffs in general could not be reduced more than 50%.

Any tariff changes would go into effect gradually during a 5-year transition period, and a proposed adjustment assistance program would help firms and workers affected by increasing imports to meet new conditions.

At present, our tariffs and those of the Common Market are at roughly the same average level. This is a good point from which to bargain.

Passage of the new trade legislation would be the best insurance we could have for full reciprocity in tariff reduction, since across-the-board cuts by uniform percentages offer the best opportunity for obtaining full value in tariff cuts for any concessions we may make.

Burgeoning Markets

The potential that Western Europe's burgeoning markets has for our goods cannot be over-emphasized.

Already our exports to the Common Market exceed our imports by more than 50%, and Western Europe is expanding rapidly.

New cars jam its highways—3 times as many as there were 10 years ago. If European consumption expands as ours has, the implications for American export opportunities could be extremely promising.

Furthermore, many familiar American products are still virtually unknown in Europe.

As supermarkets, modern drugstores and shopping centers become more and more numerous, and Western Europe develops a high-income, high-consumption economy similar to ours, American manufacturers will find this to be a market in which they can compete very effectively, because it will be so similar to their home market.

Unquestionably, the Common Market presents a challenge, but opportunity far outweighs the risk.

We must accept the challenge, which is simply a challenge to compete on equal terms.

Failure to accept would involve risks far more serious than the threat of competition.

We could not ignore this challenge and expect to maintain an adequate export trade, or expect to take full advantage of our potential for domestic growth.

By failing to compete, we would take the chance of losing our place as the greatest trading nation in the world.

The Trade Expansion Act

BECAUSE of the intense interest of America's exporters and importers in the terms of the proposed Trade Expansion Act of 1962, now before the Congress, FOREIGN COMMERCE WEEKLY is printing this brief outline of its provisions, all of which are still subject to Congressional modification:

Tariff Reduction Provisions

1. President would be empowered to reduce existing tariffs by as much as 50% over a 5-year period, and to gradually eliminate duties on products in which the U.S. and the EEC (Common Market) together account for 80% or more of the world market (for instance, autos, tractors, heavy machinery, aircraft).
2. President also would be empowered to eliminate all tariffs on products dutiable at a rate of 5% or less.
3. President would be allowed to bargain with EEC on broad product category basis, rather than on past commodity-by-commodity basis, thus giving him hitherto-unknown negotiating "leverage."
4. Any U.S. tariff cuts would, of course, be dependent on reciprocal cuts by EEC.
5. Any U.S. tariff cuts would be extended to all non-Communist nations under traditional most-favored-nation principle.
6. Act also would include "reserve list" of commodities on which no tariff-cutting negotiations could be undertaken. Any product included in prior "escape clause," national security or special legislation would be included automatically.
7. "Escape clause" provision would be altered significantly from previous tariff legislation. In the past, Tariff Commission, if it found that industries or *segments* of industries were threatened with economic hurt from imports, could recommend restoring previously-cut tariffs, or imposing quotas or other restrictions. President had to accept or reject commission findings *in toto*. New legislation would provide tariff relief or other import restrictions only as "extraordinary" assistance, and only in cases where an entire industry was affected, and where industry assistance was inadequate to meet industry's problems.
8. "Peril point" provision also would be changed significantly. Under new proposal, the President must submit to the Tariff Commission a list of products or product categories on which negotiations are proposed. Commission must advise President within six months as to the economic effect of reduction. However, the commission no longer would be able to set a specific "floor" below which tariffs could not be reduced. In other words the "peril" concept would be retained, but without the specific "point."

   The President could not enter into an agreement until he had received the commission's advice, or until 6 months had passed. In each case, the President would send Congress copies of all trade agreements, plus the commission's advice and his reasons for accepting or rejecting it. But, under the principle in effect since 1934, the agreements would not be subject to Congressional veto.

Protection for American Industry

1. A business firm or farm enterprise would be eligible to apply for aid if: Import competition was causing a significant idling of productive facilities; or import competition was causing prolonged operating losses; or import competition was causing unemployment or under-employment of a significant number of employees.
2. An *entire industry* could apply only if all three conditions existed.
3. Workers could apply only if it could be shown that tariff concessions

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State, Commerce Agree On New Attache Plan

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and by 30 more in the next.

Historically, commercial officers have performed a vital overseas task for the U.S. business community—gathering, compiling, and verifying international trade statistics, and providing invaluable information, born of their varied business contacts, to the American exporter.

'Advance Men Overseas'

But now, Foreign Service officers may, at their option, elect to become what might be called "the American exporter's advance man overseas."

This brighter prospect will make easier another joint State-Commerce project—the recruiting of young economics and business administration students from America's top colleges.

Under the new agreement, the Government will send recruiting teams to find the best possible candidates for overseas commercial assignments. In addition, the new program will permit top Commerce Department officials to judge prospective international economics officers at the time of their appointment, and to sit on the panels which determine the speed and direction of the growth of such specialists.

In the realm of training, Commerce Department advisors will represent the U.S. business community in showing young Foreign Service officers how their efforts can best help American businessmen.

The Commerce and State Departments are not confining their recruiting efforts to the colleges alone.

The U.S. business community itself is the repository of invaluable skills and information on international trade. An important activity under the new agreement will be the increasing utilization of this expertise.

So don't be surprised if one day our recruiters come to see you!

20% Tax on Argentine Imports Reported Imposed by Guido

The Guido government of Argentina has imposed a 20% tax on all imports, according to unofficial press reports reaching Washington last week.

These reports declared that Provisional President Jose Maria Guido and members of his caretaker cabinet signed decrees which boosted gasoline prices and sales tax, in addition to imposing the tax on imports.

Imposition of the increased import tax, designed in part to prevent a major exodus of foreign exchange, came after the Argentine Central Bank withdrew from market operations, thereby putting the peso on a free-wheeling exchange basis.

The Bank's move was interpreted by press observers as a peso devaluation in practice, and resulted in large immediate purchases by Argentines of stable currencies.

Lamp Show at U.S. Trade Center Produces Sales, Plus 'Side Effects'

(Continued from page 637)

gated an exploration of safety questions with the British Standards Institution, which assured U.S. lampmakers that the screw-cap features conformed to British safety regulations.

This "side effect" of the lamp show is expected to be a significant factor in future U.S. lamp sales efforts in the United Kingdom by Trade Center exhibitors and non-exhibitors alike.

Another 'Side Effect'

Another advantageous "side effect" came in the lamp shade field.

U.K. agents, knowing that in many cases American lamps and shades are designed as an integrated unit, discovered that domestic shade manufacturers there could not produce some high-quality shades.

One agent opted, instead, for a new arrangement under which lampshades will be made in the United States, then shipped flat to the United Kingdom for assembly there.

"This should give them quality shades at a reasonable price, with the shade and base in complete harmony," Trade Center officials said.

A third "side effect" of the London lamp show was a demonstration of 2-way trade.

One American exhibitor, during a tour of London, found a British-made lamp which was reasonably priced, well-made and suited to American tastes. He arranged to distribute the lamp in the American market, and anticipates sales which "could be in the high five-figure range," according to the Trade Center officials.

A fourth "side effect" came when a U.S. exhibitor discovered that a British firm was producing a lamp similar to his own.

He explored the subject and learned, to his surprise, that even after import duties, his lamp would sell for less than its U.K. counterpart.

Now a Distributor

The British manufacturer, after seeing the American lamp, decided to drop production of his own model and to assume a regional distributorship for the U.S. product instead.

Trade Center officials received highly favorable comments on the show from U.K. lamp specialists.

Said one: "A very beautiful show with most novel designs." And another: "Very impressive." And a third: "Very interesting—one of the best I've seen so far."

But perhaps the most typical comment came from a lampman from the north-country city of Middlesbrough:

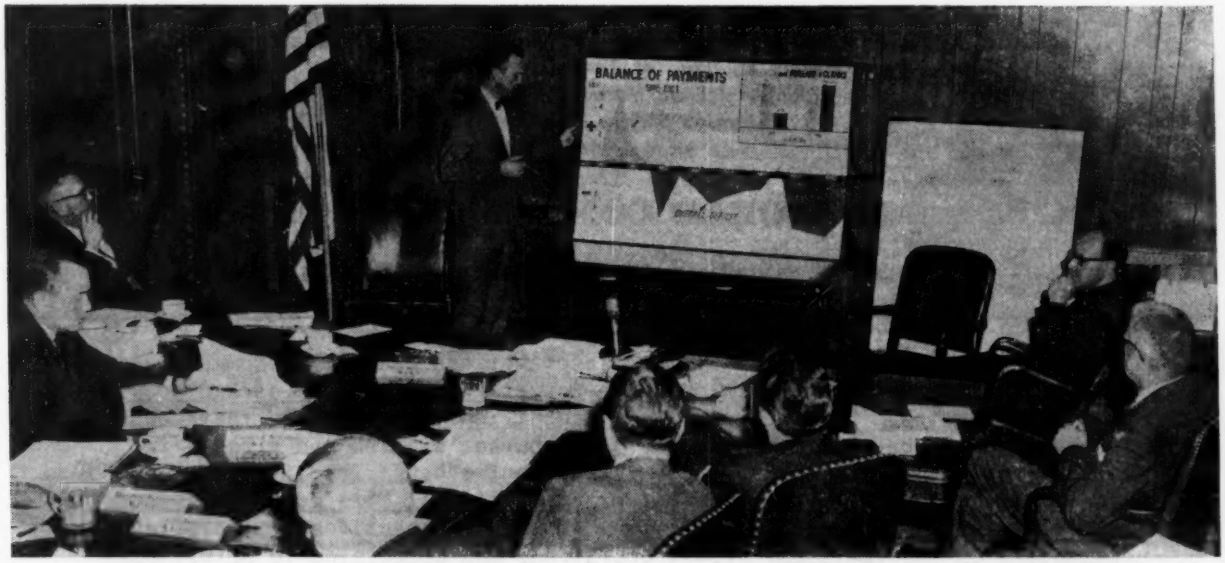
"Handsome designs," he said. "Prices very keen."

The Trade Expansion Act . . .

(Continued from page 639)

had caused unemployment or underemployment.

4. Assistance to industry could include technical assistance, tax benefits to encourage modernization and diversification, and loan guarantees or loans not otherwise commercially available.
5. Aid for entire industries could include the above, plus tariff increases or other import restrictions, but only if the President was satisfied that imports were causing—or threatening to cause—serious industry injury, and that other measures would not solve the problem.
6. Worker assistance could include unemployment compensation, job retraining, and relocation allowances.



AT WORKING SESSION: Members of the National Export Expansion Council heard about America's balance-of-payments situation from William B. Dale, Director of the Commerce Department's Bureau of International Programs.

Export Expansion Council Pledges a 10% Increase

A program to fulfill a pledge to President Kennedy to increase U.S. exports by 10 percent within the next year is being set in motion by the National Export Expansion Council.

Following its first full-scale meeting April 5 at the Commerce Department, the Council said it will attempt to convince American firms now exporting to raise their present level of exports by 10 percent in 1962-63.

This is part of an overall drive to boost the nation's total exports by $2 billion in the next 12 months.

In 1961 U.S. exports amounted to $20.1 billion, not including Department of Defense shipments.

Noting that such an increase "will virtually eliminate our balance of payments problems," Secretary Hodges said:

"Our businessmen have not yet fully grasped the tremendous opportunities for themselves, and for the nation, in the field of international trade. That is why we are asking every company currently in export to establish a quota based on a 10 percent increase over last year as its share of our nation-wide goal for the next 12 months.

"We are also asking companies not now exporting to let us tell them how to begin.

"For too long, international trade has been the preserve of a relative handful of U.S. businesses. Today, with tremendous consumer markets opening up all over the world, thousands of American companies have become potential exporters.

"Our job, and the job of this new Council, is to transform potential into profits."

The Secretary said the group will attack the problem on a broad scale by enlisting 1,000 prominent businessmen in communities throughout the U.S. as "missionaries" for the export promotion program. The thousand will become members of Regional Export Expansion Councils in 34 cities.

Members of the newly-constituted National Council will spearhead the program by working with financial institutions, business groups and trade associations, colleges and universities, farm, labor, small business, transportation, insurance and manufacturing interests.

Council members have returned to their home communities with plans to address groups of all kinds, mount displays and exhibits, help launch college courses in world trade, and assist in promotion of the President's "E" awards.

FARM TALK: Secretary of Agriculture Orville L. Freeman, left, chats with the National Export Expansion Council's Chairman, Neil C. Hurley, Jr.

West Berlin Investment Pamphlet Available

Investment opportunities, special tax benefits, and financial advantages offered by West Berlin are presented in a new pamphlet prepared by the U.S. Department of State.

Entitled *Information on Investment Opportunities in West Berlin*, copies are being distributed to the Field Offices of the Department of Commerce for consultation by interested businessmen.

Other copies are available in the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

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- ARGENTINA—Argentine Chamber of Commerce and American Chamber of Commerce have formed joint Argentine-U.S. Interchange Council to facilitate exchange of information between businessmen of both countries. It is hoped that Council eventually will be able to undertake joint market studies and arrange for exchange of business study visits between the two countries.

  Government has issued decrees conferring additional benefits for investments in petrochemical and cellulose plants. Among new incentives are official bank guarantees on international credit operations and permission to defer, for period of from 3 to 5 years, payment of the sales tax (about 10%) on commodities produced.

- CENTRAL AMERICA—Representatives of brewers in Costa Rica, El Salvador, Honduras, and Nicaragua met in Tegucigalpa last month to discuss establishment of factory to manufacture glass bottles to supply requirements of these countries plus Guatemala. Brewers would contribute $1 million initially and seek loan from Central American Bank for Economic Integration. Provisional Central American integrated industries protocol, signed recently in Managua, designated Honduras as site for this industry.

  Import statistics of each country show that from 1950 through 1961 annual trade among Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua increased from $8,290,300 to $37,368,500, or 351%, Permanent Secretariat of Central American Economic Integration reports. This has come about because of increased economic development of the countries and increasing pace of Central American Economic Integration. Area's overall import trade had increased 89% as of 1960, from $510 million to $961 million.

- CANADA—A Canadian Trade Mission, representing ore mining and processing industries, will visit Federal Republic of Germany and other European Common Market countries in first half of May.

- COLOMBIA—Papeles Nacionales, S.A., new paper plant, is scheduled to open soon in Cartago near Cali. Will produce various types of tissue paper, utilizing pulp imported from Finland.

  Japanese firm of Shibamoto announced plans to construct its first radio assembly factory near Cali, in Colombia.

- ECUADOR—A team of Japanese engineers has made preliminary studies on possibility of constructing a bridge over River Guayas at Guayaquil, a project in planning a stages for many years. Heading mission was Torao Takahasi of Kinoshita & Co., Japanese trading firm with offices in San Francisco.

  Ministry of Public Works studying possibility of using concrete rather than asphalt in paving roads in order to use domestically produced cement, now in surplus, and to save foreign exchange cost of asphalt.

- EUROPEAN ECONOMIC COMMUNITY—Provisional estimates by Statistical Office of EEC show per capita wage earnings in 1961, compared with 1960, increased by nearly 10% in Federal Republic of Germany, 9% in France, 7% in Italy, 5% in Nether-

lands, and slightly less than 5% in Belgium-Luxembourg. With probable exception of Belgium, wages in all Community countries rose faster in 1961 than productivity.

Trade among EEC member states rose to nearly $12 billion in 1961 from approximately $7 billion in 1958, a 73% increase. Imports into the EEC from nonmember countries in 1961 were 35% higher than in 1958, while exports to nonmembers increased 28%.

- FRANCE—Parke, Davis of Detroit has taken a 75% interest in Laboratoires Dalton, an inactive subsidiary of France's second largest pharmaceutical group Roussel. The name of Laboratoires Dalton soon will be changed to Laboratoires Parke Davis and company eventually will go into production of pharmaceuticals.

  Japanese photographic equipment firm Yashica Kogahu and French optics producer SITO have formed Yashica France Cie. to introduce on French and European markets large range of photographic items already produced by Yashica in Japan. Yashica France will assemble photographic equipment using some components imported from Japan and others manufactured in France.

- GERMANY, FEDERAL REPUBLIC OF—Landing fees at the 9 commercial airports in the Federal Republic were increased 35%, effective April 1, thus eliminating long disputed introduction of a passenger service charge. Berlin airports are not affected.

  Germany's export surplus came to $2 million in February and to $5 million in January. Reasons for relatively low surplus were rapid expansion of imports of agricultural products and finished goods and inactive German exports.

- HONG KONG—Provisional trade totals for January-February 1962 show imports at $192 million, an increase of 20% over similar 1961 period, exports at $92 million (+15%), and reexports at $29 million (-5%). Imports from U.S. in January were $12 million, an increase of 17% over January 1961, and exports to U.S. at $16 million (+43%).

  Fourth contingent of Isbrandtsen Mobile Trade Fair series arrived in March. Forty-three American manufacturers, only 14 of whom are currently represented in Hong Kong, exhibited motors, machinery, and tools. Displays were viewed by over 500 traders and industrialists, including government officials.

  A joint Hong Kong-Japanese venture has announced plans for a $700,000 steel rolling mill to be in operation late this year or early 1963. Among other products, mill will manufacture high tensile steel bars for local construction industry. To date all high tensile bars have been imported.

- ICELAND—Foreign Ministry informs U.S. Embassy informally that Americans no longer require visas to enter Iceland for visits up to 3 months.

- INDONESIA—Total 1,300 long tons tin earmarked for shipment to U.S.S.R. to repay indebtedness for Soviet loans. Some 200 tons were sold in November 1961 and comparable amount will be shipped this year.

- ITALY—Montecatini's $160 million petrochemical complex at Brindisi in southern Italy will begin to go on stream this month. The huge complex will convert 2 million metric tons of crude oil into wide range of plastics, textile fibers, varnishes, and elastomers.

  About 100 leading Italian firms reportedly will take part in an industrial exhibit in Moscow from May 28 to June 18.

  The Italian-Yugoslav trade agreement has been extended for 1 year, to March 31, 1963. Quotas and provisions applied in the past will be continued in coming year.

  The EEC Mission has authorized Italy to maintain, for additional limited periods, tariffs higher than those prescribed for the EEC for certain Italian products. These include lead and zinc derivatives, scrap, raw silk, and silk products, coal sulphides, calcium citrates, and citric acids.

  A new 1500-ton butter import quota for dollar area has been opened.

Sicilian Cabinet has approved bill for creation of Sicilian Minerals Agency (Ente Minerario Siciliano) which would be authorized to take part in prospecting, mining, processing, and marketing of mineral resources in Sicily, specifically including hydrocarbons, sulfur, and potassium salts, and would have right of preemption on any applications for new minerals exploration permits submitted to regional administration.

AGIP-MINERARIA, affiliate of ENI, state-owned petroleum group, reportedly will discontinue petroleum exploration in Sardinia, after 2 years of surveys which fail to show favorable indications.

ENI reportedly has resumed business talks with PETROBRAS, Brazilian Petroleum Authority, and is offering long-term credits against which PETROBRAS could acquire goods and services.

- JAPAN—Eastman Kodak Co. and Gevaert (Belgium) are completing arrangements for establishment of color film developing laboratories in Japan. Gevaert is expected to begin processing Gevacolor locally this spring while Kodachrome processing laboratory should begin operations toward end of year.

- KENYA—Total imports dropped approximately 3% in 1961, but imports from U.S. showed slight increase to $14 million from $13.7 million in 1960.

- MEXICO—Industrial developments include recent establishment in Mexico City of following firms, with capitalization in parentheses: Alimentos Nutritivos, S.A. ($160,000) is constructing a plant to produce crackers, cookies, and macaroni. Production will start in July. . . . Quimica Industrial Latino Americana, S.A. ($80,000) has started production of industrial lubricants. . . . Industrial Mexicana de Polietileno, S.A. ($104,000) will manufacture polyethylene and other plastics. . . . Plasticos Omega, S.A. ($160,000) will produce raw materials for manufacture of phonograph records, and high velocity mixers for the plastics, paint, and chemical industries. . . . Delher Plastic de Mexico, S.A. ($160,000) will produce thermoplastic covering material for paper, paperboard, and textiles.

  Fleur Royal de Mexico, S.A. ($40,000) will produce French perfumes starting in June. . . . Equipas Contables Europeos, S.A., has opened a Latin American Center for Electronic Calculations in Mexico City. The center, equipped with French machinery, announced it will make available to industry assistance in solving administrative, technical, and scientific problems.

- MOROCCO—Senegal reportedly has decided to discontinue preferential tariff treatment now enjoyed by Morocco. Only fruits and vegetables will not be affected. Principal Moroccan products which will be affected are asbestos products ($600,000), household articles, electric wire, mattresses and bedding, and canned fish.

  Reliable sources estimate Essaonira (Mogador) oil production at 100,000 tons per year, which will make the Sidi-Kacern refinery independent of imported crude oil.

  Government development company, BEPI, has entrusted German Government-owned company Salzgitter Industriebau G.m.b.H. with planning industrial development in Morocco as a technical assistance project. Contract provides for planning iron and steel production and processing, chemical and petrochemical plants, and power supply, as well as surveys of raw material resources, geographic conditions, and expediency of planned investments.

- NETHERLANDS ANTILLES—Government of Curacao has declared island free of outbreak of hoof and mouth disease; measures taken against the disease have been ended.

- NEW ZEALAND—Aluminium, Ltd., and Associated British Cables, Ltd., New Zealand, announced establishment of company in New Zealand, Aluminium Conductors, Ltd., to produce aluminum cables. Enterprise will be owned jointly by Alcan Industries, Ltd., U.K. subsidiary of Canadian company, and Associated British Cables,

and will build and operate first aluminum cable manufacturing plant in country. Production scheduled for late this year.

- NIGERIA—Sharp increases in import duties were announced March 30. Among affected items are meat, fish, poultry, coffee, tea, beer and alcoholic beverages, textile piece goods, automobile tires and tubes, jewelry, passenger cars, radio and television sets, and photographic equipment.

  A contract calling for extension of television in Eastern Region of Nigeria has been signed between East Nigeria Broadcasting Corp. and RCA. Latter will provide equipment and install high-powered transmitters at Enugu and Aba.

  A 5-man Czech delegation arrived in Lagos last month to sign agreements on trade, economic cooperation, scientific and technical cooperation, and cultural exchange.

- NORWAY—A new private financial institution, The Commercial Banks Export Credit & Financing Institute, has been formed by virtually all of Norway's commercial banks to promote capital goods exports. The institute will provide medium and long-term credits to finance exports of capital goods in transactions where seller must be prepared to advance credits extending from 5-10 years. Institute also authorized to extend credits up to the equivalent of $14.1 million.

- PERU—Agreement on construction of first phase of Mantaro River powerplant project signed recently by Peruvian Government and engineering consortium Siemens-Schuckert AG, the English Electric Co., and George Wimpey Co.

- PHILIPPINES—Government has ordered imposition of a countervailing duty on imported U.S. and Canadian wheat flour. On shipments of U.S. wheat flour to Philippines, countervailing duty will be approximately equal to amount of U.S. Government's export subsidy.

  Orval Chemical Co. soon will begin construction of first dynamite manufacturing plant in country. Approximately 90% of raw materials necessary to manufacture dynamite are available locally.

  Philippines had unfavorable balance of trade for calendar year 1961 amounting to $112.3 million: Imports totaled $611.3 million (f.o.b.) while exports were $499.0 million (f.o.b.). U.S. share of imports increased to 47%, compared with 42% in 1960.

- SOMALI REPUBLIC—Development of a fishing industry continues to attract international interest. An Italian firm now is investigating possibilities previously examined by economic missions from Federal Republic of Germany and Japan in January.

- SOUTH AFRICA, REPUBLIC OF—New scheme to relax exchange controls allows holders of "blocked rands" (nontransferable proceeds from sales of South African securities) to subscribe to initial 20-million-rand ($28 million) special issue of 5-year nonnegotiable Government bonds at 5% interest. Bonds repayable in 5 annual installments; proceeds will be freely transferable into foreign currencies.

- SUDAN—Largest cotton crop in country's history, estimated at 950,000 bales, predicted for this season. About 700,000 bales may be available for export, compared with 559,481 sold abroad last year.

- TAIWAN—Automobile license taxes now are determined by cylinder capacity rather than by manufacture. Measure, in effect, discriminates against larger foreign autos and is designed to stimulate local auto industry.

  U.S. bank—Morgan Guaranty International Finance Corp.—has obtained approval for a $200,000 investment in China Development Corporation. This will be first U.S. bank investment in Taiwan and a significant step forward in investment effort. CDC paid a 12% dividend in 1960 and is well subsidized.

Mexican Economy in Slump; Regional Planning Studied

MEXICO CITY—The President of Mexico in March inaugurated a conference which dealt with technical aspects of planning regional economic development.

The conference followed creation of a commission, consisting of representatives of the Secretariats of the Presidency and of Finance, to prepare economic development plans.

February bore out the January month-end forecast for a subdued level of economic activity, the U.S. Embassy reports.

The business community remained cautious, although no new disturbing factors developed.

Merchandise imports in January were at about the January 1961 level and exports were about 22% higher than the same month of 1961.

The Tourist Department announced a new 5-day tourist card.

Regulations to the Mining Law of 1961, which were promulgated in February, make the law's Mexicanization requirements more specific and restrictive.

The Bank of Mexico's preliminary report on economy in 1961 stated that because of hemisphere political events private investment in Mexico dropped, but the gross national product rose by 3.5% (5.7% in 1960). The increase resulted from higher Government investments and agricultural production.

The basic strength of the economy led to increased exports which, with a reduction in imports, reduced the traditional trade deficit.

Foreign Exchange Reserves Down

Foreign exchange reserves stood at $390.2 million at the end of 1961, a decline of $20 million, as compared with the end of 1960, resulting from flight of short-term capital.

Prices remained stable in 1961, the wholesale price index for Mexico City having increased by less than 1%. Money in circulation was fairly stable, despite an increase of 6.8% at the end of the year over the end of 1960.

Actual budget revenues of the Federal Government for 1961 amounted to $898.9 million (11,236 million pesos), 4% more than in 1960. Actual budget expenditures were $1,034.3 million (12,929 million pesos), $90.7 million (1,134 million pesos) more than in 1960. Authorized public sector investments rose to $841.8 million (10,523 million pesos) in 1961, an increase of 20% over 1960.

Business continued dull in February, with collections poor and credit tight. Sales of retail food chains and urban department stores were below February 1961.

The textile and automobile industries also continued off from February a year ago, but the cement and iron and steel volume of sales were reported to be running well ahead of February 1961.

The Studebaker-Packard affiliate won a court order against the Government's decision not to give the firm an import and assembly quota for the second half of 1962.

The Ministry of Industry and Commerce stated that the order would not force the Government to change its announced policy of reducing the number of makes of automobiles to facilitate the manufacture of most components in Mexico.

Lerma Industrial, S.A., financed by Montrose Mexicana and a U.S. firm at $500,000, was established to produce agricultural insecticides, including the cotton insecticide toxaphene in a plant to be built in Salamanca, Guanajuato.

Another venture in the fast-growing chemical field is Industria Nacional Quimico-Farmaceutica, S.A. de C.V., a Government-controlled firm which will build a plant near Mexico City at a cost of $2.8 million to produce up to 15,000 metric tons of methanol a year. Imports of this product in 1961 amounted to $1.6 million.

Corbu Industrial, S.A., a U.S. company affiliate, is surveying the possibility of using tree stumps in the manufacture of rosins and other naval stores.

If feasible, the firm will establish a plant in Durango, similar to its plant in Michoacan, at a cost of $500,000.

Currency in circulation rose about 2% in February over January and 9% over February 1961.

Sales to Border Zones Subsidized

The Government granted Mexican manufacturers a subsidy equal to the federal portion of the mercantile sales tax (1.8% of gross receipts) on sales to residents of the border zones (a 20-kilometer wide area).

Also, a subsidy of 25% of freight rates was granted to producers who ship their products by rail, air, or ship to border areas.

The subsidies are part of the program to integrate frontier areas more closely into the economy.

January imports of $90 million were about those of December 1961 ($90.9 million) and January 1961 ($90.6 million). January exports rose to $84.9 million from $83.5 million in December 1961 and from $66 million in January 1961.

Imports from the United States in

(See Mexico, page 654)

Inter-American Development Bank Places First Bond Issue

The Inter-American Development Bank has announced its first bond issue, composed of 5% 20-year bonds totaling about $24.2 million (15 billion lire) sold to Banca d'Italia and a consortium of Italian Banks managed by Mediobanca and including Banca Nazionale del Lavoro, Banco di Napoli, Banca Commerciale Italiana, Credito Italiano, and Banco di Roma.

Proceeds of the issue will be freely convertible into any other currencies without restriction.

The Inter-American Bank for some time has been taking steps to acquaint U.S. and European capital markets with its objectives and functions in order to enable it to place securities in these markets and thus channel additional capital to Latin America.

The sales agreement contains provisions for eventually offering the bonds for public subscription.

The offer made by the Italian bank group and accepted by the Inter-American Bank represents the latter's first move to increase its ordinary capital resources through a bond issue.

The issue, to be known as "5% Italian lire bonds of 1962," will mature April 1, 1982. The Bank may redeem at par in advance of maturity all or part of the issue on April 1, 1965, or on any subsequent interest payment date.

Proceeds will be used in loan operations from the Bank's ordinary capital resources which are devoted to financing economic development projects in the 19 member countries in Latin America.

Austrian Power Authority Negotiates Foreign Loans

The Austrian electricity authority in 1962 will float on foreign markets three loans bearing about 5% interest and totaling about 600 million Austrian schillings ($23,076,923).

The first of these loans will probably be floated through the Rotterdamsche Bank in the second quarter of 1962.

This 15-year loan will total 15 million Dutch guilders ($4,140,000) and will be offered to the public at 99% of face value.

In the fall of 1962, two additional loans will be granted—one by the Union Bank of Switzerland and the other by Credit Suisse.

The former loan, totaling 50 million Swiss francs ($11,547,000) and offered to the public at par, will run for 14 years; the latter will amount to about 30 million Swiss francs ($6,928,000) and likewise be offered at par.

Dominican Republic Allocates U.S. Loan

SANTO DOMINGO—The Dominican Government has drawn $11.5 million of a $25-million loan made available by the U.S. Agency for International Development (AID).

Of the amount drawn, $6 million has been turned over to local banks to pay commercial debts to firms and individuals abroad.

Local Currency Allocated

Meanwhile, AID and the Dominican Government have signed agreements allocating part of the local currency funds to be generated by the sales of dollars to the local banks.

The equivalent of $2 million in local currency was allocated to the Agricultural Credit Bank for credit to small farmers; $5 million was earmarked for urban and rural school construction, teacher training, adult education, and other educational projects; and smaller sums were allotted for expenses of the National Planning Board and the North Yaque River Valley Commission.

Other Dominican Government plans, not yet agreed upon, include $3 million for highway and bridge construction, $1 million for roads needed for forestry development, and $1 million for implementing an agrarian reform.

Oil Boom in East Libyan Province Has Inflationary Impact on Prices

BENGHAZI—The impact of the Libyan oil boom on the economy of the Province of Cyrenaica has produced significant changes in the local market, the U.S. Embassy reports.

Demand has been created for consumer goods not normally utilized by the indigenous population; and prices of real estate, labor, and some consumer goods have increased substantially.

Expanded incomes resulting from the oil boom—per capita annual income has risen from an estimated $50 in 1951 to $150 in 1961—have generated much greater consumption of consumer goods and a gradual substitution of higher quality and more expensive commodities for traditional foodstuffs.

Imported "Luxury" Goods

The rise in individual income in Cyrenaica has created a demand for "luxury" goods which include western-style clothing, electrical appliances, canned, packaged, and frozen foods, and other related commodities imported primarily for use of oil company personnel.

Prevailing prices of these items are described as "extremely high."

An analysis of factors contributing to this situation reveals that freight and handling costs, augmented by relatively severe tariff assessments and exceptionally high mark-ups, push the average prices of imported food items to three times what they might be in the United States or Europe.

Other "luxury" consumer goods—for example, clothing and appliances—are sold at about twice the prices normally quoted in their respective countries of origin.

An elastic supply of these goods from abroad has meant that their quantity and variety have grown at an increasingly accelerated pace especially since 1957, but their prices have remained relatively constant.

Subsistence Goods

The costs of food and clothing items consumed by the large majority of the relatively poor indigenous population have been rising steadily over the past decade.

These goods include canned tuna fish and sardines, tomato paste, macaroni, rice, bread, sugar, salt, tea, and inexpensive army surplus, second hand, and cheap locally produced clothing.

Prices of these commodities, which have highly elastic supply curves, are generally below or equal to U.S. prices of similar items.

Prices of these products may have risen 10 to 20% from 1951 to 1957 followed by another 10% increase between 1957 and the present; at any rate, no serious inflationary trend is visible in this area.

Fresh meat, fruits, and vegetables warrant separate classification because they appear to be the one group of consumer items the supply of which has been relatively inelastic in the face of increased demand from all classes of consumers. These prices, therefore, have risen sharply.

Imports of fresh food from abroad appear to have been insufficient to make the supply of these items responsive to the increased demand.

Also, droughts and floods in recent years have tended to diminish the Cyrenaican livestock population and hold down agricultural production potential in general.

Local businessmen and Government officials calculate that between 1951 and 1957 prices of each of these categories of goods doubled.

Since 1957 prices of meats have risen an average of about 100% while fruits and vegetables rose by about 25%.

Real Estate

Prices of land, buildings, and rents have undergone the most dramatic changes since the beginning of the search for oil and especially since its discovery in 1959.

Banking sources, for example, reported that one choice piece of land in Benghazi purchased in 1954 for $5,600 was sold in 1961 for $95,000—a profit of 1,700%!

While this is extraordinary, a canvass of local rental costs shows that rents in the poorer quarters have risen close to 100% since 1957, or between 200 and 300% since 1951.

Rents on middle-class homes in Benghazi have risen from 100 to 200% since 1957; rentals of office buildings have increased between 150 and 200% since 1955.

Minimum wages fixed by law for common laborers have risen from $0.49 a day in 1951 to $1.18 a day in 1961, an increase of 140%. Legal minimum wages for dockworkers have risen from an average $1.21 a day to $2.24, an increase of about 85%.

Skilled labor, in great demand and in short supply, has been able to achieve much more substantial increases.

A report presenting more detailed information is available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Marseilles Industrial Activity Expands; Retail Sales Up, Port Traffic Rises

MARSEILLES—The economy of the Marseilles region of France in 1961 was generally healthy, despite certain weaknesses, the U.S. Consulate General reports.

Activity in the area's burgeoning petrochemical industry expanded, total port traffic rose, and construction, shipbuilding, and petroleum refining continued at high level; the outlook for 1962 in the shipbuilding industry is unusually favorable.

Relatively full employment and rising wages and incomes contributed to freedom from labor strife and pushed retail sales up.

The soft-coal mines, however, experienced difficulties caused by availability of cheaper hydroelectric power; and edible oil production, milling, and textile weaving decreased.

The decline of these traditional industries upon which the economic strength of Marseilles was founded and the emergence of new industries point to basic changes now in progress in the regional industrial sector.

The major question at this time concerns the degree of Government aid which can be expected to assist the transition.

In the agricultural sector, efforts are being made locally to diversify production to counter dependence of some farmers on viticulture as the sole cash crop.

Port Traffic Increases

Total merchandise traffic in the port of Marseilles, nearby Lavera, and other regional ports in 1961 rose over 10% to a new high of almost 26.4 million metric tons.

This increase was caused almost entirely by substantial growth in petroleum trade—largely at Lavera—which totaled 19.5 million tons or 13% more than in 1960.

At the same time, as a result of decline in exports to the franc area, traffic in other commodities decreased for the first time since World War II.

The most significant addition to Marseilles' ship-repairing facilities, which account for over half of total French capacity, was entry into service of two large modern drydocks able to accommodate the largest ships afloat (FCW, Nov. 13, 1961, p. 36).

Other improvements included addition of loading and dockside repair facilities in several sectors of the port and expansion and modernization of customs and passenger reception areas.

Continued development of the port of Lavera and construction of the Lavera-Strasbourg pipeline to be put into service in 1963 are expected to supply steady employment in the ship-repairing field and contribute to expansion of petroleum traffic, thus alleviating problems caused by the decline of traditional industries.

Firm orders are at hand for construction of 38 vessels in 1962 including 13 dry cargo ships, three 50,000-ton tankers, and several specialized carriers for bananas, liquified gas, and ore.

In the longer run, however, some of the shipyards in the area will be faced with increasing competition from Italy, Spain, and Japan.

The petroleum and chemical industries of Marseilles in recent years have become the most vital sectors of the local industrial scene.

Production of refined petroleum products and especially of petrochemical derivatives increased in 1961.

Despite construction of a pipeline to Strasbourg, it appears doubtful that the local refineries—comprising 35% of French refining capacity—will expand in the near future.

The 10 million tons of crude oil which will be moved annually through the pipeline will be absorbed by four refineries now under construction near Strasbourg.

In the petrochemical field, one of the local plants quintupled its production in the past 5 years and installed a new

(See Marseilles, page 654)

Italy First To Adhere To New IMF Agreement

The International Monetary Fund has been advised by the Government of Italy of its adherence to the Fund's general arrangements to borrow.

Italy thus becomes the first of the ten participating industrial countries formally to announce its adherence.

Italy's maximum commitment is the equivalent of $550 million.

Adherence by the other nine countries —Belgium, Canada, France, Germany, Japan, the Netherlands, Sweden, the United Kingdom, and the United States —is expected as soon as the necessary arrangements have been completed by the appropriate national authorities.

These ten major industrial countries agreed that they would undertake to lend the Fund a total of up to the equivalent of $6 billion, should this be necessary, to forestall or cope with a threat of impairment of the international monetary system.

Arrangements were discussed at the sixteenth annual meeting of the Fund in Vienna in September 1961 and were formulated in a decision approved by the Executive Directors of the Fund on January 5, 1962.

The arrangements will remain in force initially for 4 years, after which they may be renewed. They become effective on the date when at least seven countries with commitments totaling the equivalent of $5.5 billion formally notify the Fund of their adherence.

Auto Exports to U.S. Drop

Italian Imports From U.S. Hit Alltime High

Italian imports from the United States increased by a substantial 28.8% to $868.9 million in 1961 and exports declined by 0.6% to $385.1 million, according to official Italian statistics.

Wheat, showing the greatest increase, was imported to a value of $91.9 million (c.i.f.-Italy basis), 547.2% more than in 1960 and 40% of the total increase of imports from the United States.

This abnormal surge resulted from Italy's poor 1960 wheat crop.

Machine tools, at $29.3 million, ranked second, with a rise of 157%.

Italy's booming industrial output, high levels of investment, and expanding domestic demand resulted in import increases in this and other major commodity groups, such as:

Soya beans, iron and steel scrap, paper and cardboard, copper and its alloys, mining machinery, machinery parts, punch-card machines, aircraft, lubricating oils, and styrene, benzene, and xylene.

Exports to the United States of motorcycles, motorscooters, and bicycles valued at $5.8 million (f.o.b.-Italy basis) increased more than any other commodity group—93.3% over 1960.

Nonelectric machinery, apparatus, and parts exports, at $20.1 million, rose 62.1%; and canned tomatoes, at $14.6 million, rose 55.3%.

Exports of leather shoes and gloves and wool-knit wear also jumped.

Italian exports of automobiles to the United States, at $13.6 million, declined 41.9% from the 1960 level.

Wool fabric exports also dropped substantially.

Market Indicator Published For Latin American Nations

The third in a series of regional reports included in the World Trade Information Service has been published.

The report, *Market Indicators for Latin American Republics*, is designed to assist the business community to evaluate foreign market potentials.

The U.S. Alliance for Progress program in Latin America aims at the development of a market whose total imports amount to $8 billion annually. The United States continues as the principal supplier, satisfying close to one-half of the total import needs of this important market, according to the report.

Data in this report, in ready reference form, cover, as far as possible, the 20 Latin American republics. Comparable data for the United States are included in most tables.

Includes 25 Tables

Information on a full range of market indicators is provided in 25 compact tables.

These include basic demographic and geographic statistics as well as data on education, communication, and transportation.

Levels of economic activity are indicated by reference to the gross national product and to industrial and agricultural production, expressed in actual units of measurement or in terms of index numbers. Latin American output in selected commodities is related to world output.

Details on the direction, composition, and volume and price trends of the republics' foreign trade are listed.

A special table relates U.S. economic assistance extended during the past decade to that extended by international institutions. U.S. direct investments and earnings from these investments are identified by principal industry.

Other tables are devoted to the domestic and international financial position and the internal price structure of the individual republics.

Appended to the report is a careful bibliography of sources used, updating certain information included in a 1958 WTIS report, *Comparative Statistics on the American Republics.*

Copies of the present 12-page pamphlet published as No. 62-3, Part 3, of the World Trade Information Service, as well as copies of previous reports on the Far East and Europe, are available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or from any of the Department of Commerce Field Offices, at 20 cents each.

Foreign Governments Seek Cables, Mail Bags, Cranes, Other Items

Several foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Austria To Build First Drive-In Theater

Austria's first drive-in theater will soon be established near Vienna's largest outdoor sports arena and will offer opportunities for U.S.-made equipment.

Betrieks-und Produktionsgesellschaft m.b.H., the firm undertaking the project, would like to receive offers for equipment such as projectors, screens, speakers, and insect control devices.

The firm may also use a wireless system for transmitting sound to the audience.

Write directly to Anton Adler, Managing Director, Betrieks-und Produktionsgesellschaft m.b.H., Vogelweidplatz 14, Vienna XV, Austria, or the U.S. Embassy in Vienna.

Agency Rights Asked By Firm in Australia

Star Machinery Pty., Ltd., a subsidiary of Hasemer Crane and Engineering, Ltd., seeks Australian distribution or manufacturing rights for machinery and equipment used in the food-processing, mining, and concrete industries.

The food-processing equipment asked includes mixing and confectionery machines of all kinds, steam-jacketed mixers and cookers, spaghetti extrusion machines, chocolate melting and pampering equipment, and bread roll batchers.

The mining equipment of interest is ball and rod mills, flotation machines, classifiers, conditioners, and laboratory crushers.

The concrete machines sought are general grinding and mixing equipment, batching plant, and transit mixers.

Write to Star Machinery Pty., Ltd., 546 Gardeners Rd., Mascot, New South Wales, Australia.

Argentina

Cables, 132-kw. underground and telecommunication, for installation in Rosario, Province of Santa Fé; Licitación Pública No. 26/62, noon July 12, Agua y Energía Eléctrica, Sala de Licitaciones, Lavalle 1554, Buenos Aires. Specifications available for 1,000 pesos ($1=320 pesos) a set from Agua y Energía Eléctrica, Subgerencia de Talleres y Suministros, Lavalle 1527, Buenos Aires. Specifications in Spanish.★

Chile

Telecommunications equipment for Province of Chiloe, including VHF radio frequency, multiple and single channels, telephone and telegraph lines and instruments. Bids to be presented by legally authorized local representative at 4 p.m. June 15 at Office of Corporación de Fomento de la Producción (CORFO), Ramon Nieto 920, Of. 808, Santiago. Specifications in English and Spanish; specify preference.★

Greece

Basic aluminum sulphate, 250 metric tons, estimated value, $10,000; tender 884, noon May 3. Greek Water Co., 4 Kolokotroni St., Athens.★

Cranes, 6-ton diesel or electric, eight, estimated value $194,000; May 10. Piraeus Port Authority (OLP), Piraeus.★

Lubricating oils, 110 tons, estimated value $13,350; tender 259, noon May 8. Peloponnesus Railroad (SPAP), 1 Carolou St., Athens.★

India

Soil stabilizers, diesel-powered single-pass: 2 for working depth of about 8 in. and width about 8 ft., and 25 rotary type with working width 5 to 6 ft.; **motor graders** 100/125 b. hp., 10.

Tenders SE-7/307 to 309-N/1, 11 a.m. (I.S.T.) May 15; Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi 1. Documents available for $2.10 a set (not refundable) from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., quoting reference D/ENQ/439.

Seismic system, including portable re-

flection/refraction seismic units for marine, bay, or land work, with accessories (marine seismic cables, geophones and radio communication system), required by Oil Natural Gas Commission, India. Tender inquiry BC-177/CIV, Apr. 27. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Sixteen **electric target sets** and seven **precision theodolites**; tender 153/Beas/PR/51023/1046/5103/1022/Global, 11 a.m. May 15. **Electric shovels**, four 5 to 7 cu. yd. dipper capacity, crawler-mounted, fully revolving, heavy-duty; tender 166/Beas/PR/4050/Global, 10 a.m. May 18. One **triaxial shear testing machine**; tender 161/Beas/PR/1045/Global, 10 a.m. May 30. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief tender specifications available free of charge from India Supply Mission, quoting references D/ENQ/422, D/ENQ/435, D/ENQ/436, respectively.

Supply, erection, and commissioning of **sand system** to handle new and foundry sand for Steel Foundry which has annual capacity of 10,000 tons of castings; plant will comprise preparation, distribution, and return units; tender SFM-62/09/SA.II, 3:30 p.m. May 16. Deputy Chief Mechanical Engineer (Steel Foundry), Chittaranjan Locomotive Works, Chittaranjan, West Bengal. Documents available for $10.50 a set (not refundable) from India Supply Mission, reference D/ENQ/429.

Construction of high-level **road bridge**, 10,460 ft. long, over the River Sone at Dehri-on-Sone on Grand Trunk Road in Bihar. Tender documents available for $63, including postage, and not refundable, from Superintending Engineer, Sone Bridge Circle, World Bank Projects Wing, P.W.D. & King George Ave., Patna, Bihar. Bids should be submitted directly to that authority no later than 4 p.m. May 2.

Circulation rotary drilling rigs, five reverse and five direct, capable of drilling vertical holes of 18 to 27 in. diameter up to 600 ft. below ground level; tender documents $5.25.

Seamless mild steel pipes: 220,000 ft. of 6 in. diameter and 80,000 ft. of 12 in. diameter; tender documents $5.25.

Workshop equipment: one gap bed heavy-duty, sliding, surfacing and screw cutting lathe; one heavy-duty 20 in. high-speed precision drilling machine; one combined wet and dry tool grinder; and two heavy-duty parallel bench vises size 6 in. wide jaws and 2 in. depth capable of admitting jobs up to 6½ in. diameter; tender documents $2.10.

Tender documents available at the price indicated from Chief Engineer, Irrigation Department, Uttar Pradesh, Lucknow; bid deadline for all three 3:30 p.m. May 15.

Electrical supplies and equipment as follows:

Block Instruments and other electrical signaling equipment; Apr. 23.

Detectors, relays, signal machines, and reversers; May 4.

Signaling cables, lever locks, circuit controllers, and paint machines; June 4.

Repeaters, route indicators, colorlight and shunt signals; June 25.

Each group has bid deadline as indicated and all are under tender Sig. 4 of 1962. Documents available for $2.10 a set, not refundable, from Director, Railway Stores, New Delhi.

Iraq

Mail bags for Directorate General of Posts and Telegraphs; May 13. Terms and specifications available for equivalent of $5.60 a copy. **X-ray equipment** for Baby Welfare Hospital of Ministry of Health; May 20. Terms and specifications available for equivalent of $2.80 a copy.

Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

Fire fighting equipment, 29 items, including 1,650 small hand fire extinguishers, 300 medium-sized fire extinguishers, 110 fire hoses, 10 asbestos suits with accessories, 1,250 spare refills for small, medium, and large fire extinguishers. Tender ORD/16, May 23. **Canvas clothing accessories** and **military equipment**, including 1,000 belts, 10,000 suspenders and attachments, 10,000 water bottles, 6,000 right and left pouches, 10,000 bayonet frogs, 40,000 web gaiters (puttees), and 2,000 pistol holsters. Tender ORD/15, May 16.

Directorate, Contracts and Purchases, Ministry of Defense, Baghdad.★

Electric pumps for installataion in gasoline stations. Tender TAWZEE/10/1962, June 2. Specifications and conditions available for equivalent of $5.60 a copy from Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Korea

Railroad ties, untreated mixed hardwoods, 24,500; 168 sets **switch ties**; 4,500 **open hearth steel rails**; 2,280 metric tons **creosote**; 62,000 **steel spring washers**; 45,000 **high carbon steel tie plates**; 6,000 **railroad joint bars**; 180 metric tons **steel plate**; 60 sets **electric ballast tamping equipment**; 100 **adjustable torque wrenches**; 16 sets **motor car railroad track**; and **spare parts** for **heavy equipment**; estimated value $1,043,318; invitation KFX-2024-S, project 62-6, 62-7 and 62-8, 10 a.m. Apr. 27.

Switch ties, 49 sets, and 3,100 **bridge ties**; 1,802 metric tons P.C. **wire**; 25 metric tons **concrete admixture**; 5,600 metric tons **open hearth steel rails**; 55 metric tons **creosote**; 50,000 **steel spring washers**; 11,000 **tie plates**; 25,000 **railroad joint bars**; 50,000 **track bolts** ⅞ in. diameter; 149,180 metric tons **structural steel shapes**; 190,796 metric tons **structural steel plate bridges**; 41,750 metric tons **steel round bars**; 3 sets **railroad track motor cars**; estimated value $1,344,000; invitation KFX-2021-S, project 62-3, 62-9, and 62-10.

Office of Supply, Government of the Republic of Korea, Seoul.★

New Zealand

Total of 150 three-aspect **searchlight signal heads** complete, for 12-v., d.c. operation with double proving contacts, 8⅜ in. lens with deflecting sector (1.h.) single lens system to provide 6° to 8° beam spread; lamp to be SL.28 12-v. 16-w. double filament, Cap B. 15S/17; unit to be fitted with plug coupler, hood, background 2 ft. in. diameter and to be suitable for mounting on 4¼ in. outside diameter mast. Tender 62/44, 4 p.m. May 30. Comptroller of Stores, New Zealand Railways, Private Bag, Wellington, C.1.

Disposable syringes, 100,000 of 1 cc. or 2 cc. complete with 25 gage x ⅝ needle, boxed in packs of 500 or 1,000, guaranteed sterile. Tender 1962/28, 1 p.m. Apr. 26, eight samples required for inspection. Director General of Health, P.O. Box 5013, Wellington.

Specifications available from New Zealand Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.★

Sudan

Lathes, two 8½ in. centers, complete with electric motor and control gear suitable for 415-v. 3-phase 50-cycle; Contract 2589, noon May 3. Controller of Stores, Sudan Railways, Atbara.★

Taiwan

Crude rock sulphur in lumps, 5,000 metric tons, purity between 99% and 99.4%, not more than 0.10% carbon and near bright yellow color. Shipment to

be made before June 30; tender GF3C-11896, May 2.

Steel pipe, 2,000 feet 12 in. standard weight 0.375 in. wall thickness seamless, ASTM A-53 grade B open hearth or electric furnace, double random length 40-45 ft. beveled end; tender GFA-12135, Apr. 25.

Total of 39 metric tons **American standard channel,** 5 and 7 in., flange width 1¾ in. and 2⅛ in. thickness 5/16 in. and ¼ in. ASTM A7-56T or JIS G3101 SS41; tender GFA-12139, May 2.

Alloy steel tube, 910 pieces seamless, ASTM A-199, ¾ in. O.D. x 14 BWG x 20 ft., ¾ in. O.D. x 12 BWG x 18 ft. and ¾ in. O.D. x 12 BWG x 28 ft.; tender GFA-12105, May 2.

Calcined petroleum coke, 5,000 metric tons (fixed carbon 98.70% min., moisture 0.80% max., ash 1% max., sulphur 2% max. in dry basis, grain size 25 mm. or smaller; tender GFD712129-B.

Purchasing Department, Central Trust of China, 68 Yen Ping Nan Lu, Taipei. Bid documents expected shortly.

Tunisia

Chemical and pharmaceutical products for human consumption; Apr. 30. Monsieur le Directeur de la Pharmacie Centrale de Tunisie, El Menzah, avenue Charles Nicolle, Tunis. General specifications in English and list of products in French also available for review at Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington 8, D.C.★

Viet-Nam

Film and film processing chemicals; invitation 0516-12032, Apr. 27. **Underground reinforced cable,** 500 meters; invitation 0517-12032, Apr. 27.

Wheel loaders, 2 with diesel engine 70- to 80-hp., bucket capacity 1 to 1¼ cu. yd. controlled by lift hydraulic cylinders, minimum bucket lift dumping height from ground 96 in.; invitation 0522-15032, Apr. 27.

Central Purchasing Authority, P.O. Box H-5, Saigon.★

Bidding Procedures Report Is Published in Portugal

A report dealing with regulations and procedures to be followed by firms interested in bidding on Portuguese Government projects was recently prepared by the U.S. Embassy in Lisbon.

The report not only covers the bidding procedures, but also lists the principal Government agencies engaged in procurement.

A copy of this report is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

ARGENTINA—Economic feasibility study prepared by Société Anonyme d' Applications Electroniques (SADELEC), 101 boulevard Murat, Paris, France, to pave way for construction of twin **hydroelectric plants** of 70,000 kw. each, on both sides of Uruguay River near Salto Grande. Cost of project set at $400 million.

"Petrosur" company, firm reportedly formed by local firms Surinvest; IGGAM, S.A. Industrial, 1220 Defensa, Buenos Aires; and ACINDAR, Industria Argentina de Aceros, S.A., 357 Paseo Colón, Buenos Aires, together with Montecatini, S.p.a., Largo Donegani 1, Milan, Italy, to establish $26-million **fertilizer plant** near Zarate, Province of Buenos Aires.

BRAZIL—Interest has been revived by Itaqui Rotary Club for contemplated **project for connecting Ibicui and Jacui River basins.** Government assistance may be forthcoming through Ministry of Transport and Public Works, Rio de Janeiro.

Negotiations progressing between Swedish Ball Bearing Co. (Aktiebolaget Svenska Kullagerfabriken), 17 Artillerigatan, Goteborg, and Compania Auxiliar de Empresas de Mineracao for construction of **steel mill** in Mogi das Cruzes.

CANADA—3,000-mile general **communications microwave network** between Montreal and Vancouver to be jointly constructed by Canadian Pacific and Canadian National Railways. Cost set at $36 million.

According to unconfirmed reports, Ramada-Inn Roadside Hotels, Phoenix, Ariz., planning to build $5 million **hotel and business site** in Regina, Saskatchewan.

Ministry of Northern Affairs and National Resources announced approval of financial assistance to New Brunswick Electric Power Commission, Federickton, New Brunswick, for construction of facilities at cost of $13,150,000. Projects include $10-million, 60-megawatt **extension to Grand Lake thermal station,** $3-million, 138-kv. **transmission line** between Moncton and St. John, and $150,000 **extension of Moncton terminal station.**

DOMINICAN REPUBLIC—Allocation of $4 million of a $7,247,770 AID credit will be used for construction of **school buildings** and purchase of **supplies and equipment.**

FRANCE—International Harvester (France), affiliate of International Harvester Co., 180 N. Michigan Ave., Chicago 1, Ill., plans to build **plant** to manufacture **binder twine** and **agricultural presses** at Croix, Nord. Plant will cost $3 million (15 million new francs).

GREECE—Agricultural Bank of Greece, Athens, will set up corporation to build and operate **fruit and vegetable grading, packing, and refrigeration installations.** (FCW, Dec. 18, 1961, p. 13.)

UNICEF financial assistance of $467,000 will enable Government to purchase **mechanical equipment** for three new **milk pasteurizing plants** and **collection center** and **scientific equipment** for Milk Institute and Dairy Training Center.

ICELAND—Reykjavik Water Works (Vatnsveita Reykjavikur), Skulatun 2, Reykjavik, to increase city's **cold water supply.** Plans call for extending city mains and installing five deep well pumps and storage tanks. Equipment needed to be procured through international tenders within a few months, if appropriate financing can be found. Total cost set at $770,000.

Government negotiations taking place with Pechiney—Compagnie des Produits Chimiques and Electroniques, 9 Cours de Verdun, Lyon, Rhône, France, and Aluminum-Industrie-Aktiengesellschaft (AIAG) Chippis/VS Zürich 4, Feldeggstrasse, Zürich, Switzerland, for construction of **aluminum smelter** for Iceland. Estimated cost of 30,000 metric ton smelter is 1.3 billion kronur ($1=43 kronur). Site of plant still undetermined. (FCW, Nov. 27, 1961, p. 12.)

INDIA—Swedish Ball Bearing Co. (Aktiebolaget Svenska Kullagerfabriken), 17 Artillerigatan, Goteborg, will build **factory** at Poona. Operation should start in 1965.

ITALY—Pirelli, S.p.a., Piazza Duca d'Aosta 3, Milan, and General Instruments Corp., 65 Gouveneur St., Newark 4, N.J., formed new company, Pirelli Applicazioni Elettroniche, to produce **electronic components.** Plant to be built in southern Italy.

LEBANON—In addition to recent purchase of **telephone line** from Swedish firm Erickson (see Foreign Contract Awards, p. 653), additional 12,500 **lines** will be purchased through international tenders by Council of Ministers.

(See Construction, page 655)

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Ethiopia

Equipment for extension of existing **cement products** factory—cement tile section: Smoothing-polishing machine, model record 55/8; autonomous vibrating bench, Model 40T; high pressure pump; milling cutter, Model 80 movable, hand shearing tools, 2; polishing-smoothing machine with flexible shaft. Concrete blocks and pipes section: Vibrobloc, Model V/6 with four forms; pipes steel moldings. Buyer intends to purchase above equipment with expectation of subloan in amount of $10,000 under DLF loan 165; worldwide. Bids invited by Cemental Co., Ltd., P.O. Box 3314, Addis Ababa. No bid deadline given.

India

Fully automatic **machine screw-making machine,** for individual motor drive, complete with motor and standard accessories; automatic double stroke **heading machine,** for individual motor drive, complete with motor and standard accessories; **tumbling barrel** for polishing rivet; **bite and cutter grinder** and accessories (spares), 4 pieces slotting cutters. Delivered at New Delhi. Loan 144; worldwide. Ref. NSIC/HP/2D-1482/61. May 5. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Scrap baling press for baling sheet cuttings and punchings, complete with skip pan loader, auxiliary compression door, and standard electrical equipment. Loan 157; **U.S. source.** Ref. 41(49)/61-AID-II. IL#995673/DLF.157/60/HQ-CG. May 6. Grand Smithy Works, 1, Girish Ghose Rd., P.O. Belurmath, Dt. Howrah.★

One 4½ in. **extruder,** complete with all accessories and necessary take-offs; one 16-oz. or two 8-oz. injection molding machines, with all accessories. Loan 157; **U.S. source.** Ref. 41(256)/61-AID-II. May 5. Pioneer Plastic Works, Pvt., Ltd., 9 Ezra St., Calcutta 11. IL#991588/DLF.157/61/HQ/CG.I.★

Motor garage tools. Loan 157; **U.S. source.** IL#995305/60/HQ.CG. Ref. 41(193)/61-AID-II. May 5. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1.★

Garage tools. Loan 157; **U.S. source.** Ref. 41(711)61/-AID-II. May 4. Rajendra Brothers, P.O. Box 105, Gondal Rd., Rajkot. IL#991639/DLF.157/61/HQ.CG.★

Equipment required to meet 150 kv.-a. interrupting capacity requirements at 2.2 kv.—for control of one 5,400 kw. 1 .00PF, 3-phase 60-cycle 3,600 r.p.m. 2,400-volt turbine driven **generator** to be operated at 4,500 kw., 0.8 PF, 3-phase 50-cycle, 3,000 r.p.m. 2,200-v. Loan 157; **U.S. source.** Ref. 41(700)/61-AID-II. May 5. Mandya National Paper Mills, Ltd., 14 Palace Rd., Bangalore 1. Cable address: BEDICO, Bangalore. IL#991192/DLF.★

Component parts of petrol metering and dispensing pumps. Loan 157; **U.S. source.** Ref. 41(612)/61-AID-II. IL#991391/61/HQ-C.G.III. May 5. Larsen & Toubro, Ltd., I. C. House, Dougall Rd., P.O. Box 278, Ballard Estate, Bombay 1.★

Israel

Compressor units, 20 h.p. F22, model BFX269DE, five; **rotary booster compressors,** 20 h.p. F22, model 7DA, belt-driven 856 r.p.m. frame motor at 1,450 r.p.m., three; **intercoolers,** model DF12F3 for F22, three; **oil separator float valves,** three; assortment of **special expansion valves, thermostats, fittings,** and other accessories; **slush ice-making machines** for 250 kg./hour, four; **compressor units** 20 h.p. F12, model BF269DE. Sub-Authorization 66A441.

Gordon Johnson, or equal, material as follows: F-105, **high end plate** for water flushed trough; F-104, **legs** for water flushed trough per pair, 4 pr.; 254, automatic **shackle unloader,** four; 288-026, 10 ft. section stainless steel giblet flow trough connectors. Sub-Authorization 66A440.★

All above material for loan 66A. May 3. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. N. Nisen. Tenders should refer to S/A number, and should be prepared on basis of f.a.s. U.S. port of exit, or f.o.b. European port. Delivery desired by July. Prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tenders to buyer, in duplicate.

Pakistan

Machinery for manufacture of general lighting **service lamps** from 15-w. to 200-w. Loan 100. ICA Code 899 (worldwide). Credit amount, $134,453. May 4. Electric Lamp Manufacturers of Pakistan Ltd., 6-Country Club Rd., Karachi 5. Cable address: GLOWLAMPS. Copies of specifications may be obtained from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15, N.Y.★

Malleable galvanized iron sockets of sizes ½, ¾, 1, 1¼, 1½, 2, 2½, and 3 in. diameter of parallel continuous threads (equivalent to BS21 threads); fit for use with pipes of taper threads (equivalent to BS1387/1957). Pending loan, limited **U.S. source.** Credit amount, $144,690. May 8. Hyesons Commercial & Industrial Corp., El-Markas, Bunder Rd., P.O. Box 7353, Karachi 3. Cable address: HYLAMP, Karachi.★

Mild steel window sections; mild steel angles: ¾ x ¾ x ⅛ in.; 1 x 1 x ⅛ in. and C.R.C.A. or **hot black sheets:** 16, 18, 20, 22, 24, 26, and 28 gage. Pending loan; limited **U.S. source.** Credit amount, $45,-179. May 8. Grinders C. S., Ltd., Rattan St., Karachi 1. Cable address: GRIFIQ, Karachi.★

Bright iron nail wire for manufacturing wire nails; B.W.G. 6, 7, 8, 9, 10, 12, 14, 17, and 20; **bright iron nail wire** for manufacturing shoe tacks; **screw wire** for manufacturing wood screws, gages 6, 7, 8, 9, and 10. Pending loan number; limited **U.S. source.** Credit amount, $52,059. May 9. Wahid Industries, Kot Khwaj-a Said, P.O. Baghbanpura, Lahore.

Mild steel sheets, close annealed, **steel sheets,** size 8 x 3 ft.; **mild steel strip,** cold rolled, for manufacture of bicycle mud guards and bicycle rims; **mild steel tubes.** Pending loan; limited **U.S. source.** Credit amount, $21,000. May 9. Sartaj Industries, Ltd., 84-McLeod Rd., Lahore.★

Black seamless steel tubings, to ASTM A120 and A53; **galvanized seamless steel**

Australia Extends Bid Date For Power Project Equipment

The State Electricity Commission of Queensland, 477 Gregory Terrace, Brisbane, has extended the bid deadline on two projects of the Calcap Power Station in Queensland.

Specification CC/2 for a turbo-generator has been extended from Mar. 28 to 3 p.m. May 2, and Specification CC/3, for engineering services, has been extended from May 2 to 3 p.m. June 20. (FCW, Jan. 15, p. 73; Feb. 12, p. 247.)

tubings, to ASTM A120 and A53; galvanized seamless steel pipe, to ASTM A120; steel seamless pipe of St. 00.19; seamless conduit tubings; carbon steel, high carbon steel, round bars, carbon key steel, hexagonal (black) rolled bars, to BS970 En3 or equivalent; nickle chrome case hardening steel; alloy and bright steel bars; stainless steel shafts, AISI 416, annealed and heat-treated; high-speed **steel,** oil-hardened. Pending loan; limited **U.S. source.** Credit amount, $78,750. May 9. The Beco Pump Manufacturing Co., Ltd., The Mall, Lahore. Cable address: PUMP, Lahore.★

Taiwan

Diesel tractor-bulldozer for working on limestone quarry. Loan 47; worldwide. Credit amount, $36,000. Apr. 30. Taiwan Cement Corp., 113, Section 2, Chung Shan N. Rd., Taipei.★

Thailand

Pole line hardware. Loan 19; worldwide. Inv. PDC-MEA-116. **Pole line hardware.** Loan 19; worldwide. Invitation PDC-MEA-117. May 16.

Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

Turkey

Mine ventilating fans, Ref. 114-EKD/3356; **main pumps,** 135-EKD/3357. **Loan** 70; worldwide. June 19.

Water pipes, accessories. Ref. EKD/3379; **auxiliary mine pumps,** 135-EKD/3385; **electric auxiliary mine hoists,** 118-EKD/3387-A. Loan 70; worldwide. June 1.

Turkiye Komur Isletmeleri Karumu, Genel Mudurlugu Etibank Binasi, Ankara, where complete specifications may be obtained. Cable address: TURKUMUR, Ankara.★

Yugoslavia

Tank trucks for transport of phenol, L.P.G. and fuel, five, Req. 8157. Loan 135; **U.S. source.** May 1. Invest-Import, Terazije 5, Belgrade. Detailed specifications may be obtained from Invest-Import, Suite 4819, 500 Fifth Ave., New York 36, N.Y., where quotations are to be sent.

Argentina Extends Deadline For Sluice Gate Tender

Agua y Energía Eléctrica (Water and Power Bureau), Buenos Aires, has extended the bid deadline from Apr. 3 to 12 noon June 4, on public tender 162/61.

This tender is for supply and installation of sluice gates, driving mechanisms, and electrical installations for the Ullum hydroelectric power plant in the Province of San Juan. (FCW, Dec. 11, 1961, p. 8.)

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

AUSTRALIA—State Electricity Commission of Victoria awarded £12,185,000 (£1=$2.25) contract for **boiler plant** for second stage of power station at Babcock and Wilcox of Australia, Ltd., Regents Park, Sydney.

Another contract, valued at £3,764,000, for two 200,000 kw. **turbo-generators,** went to C. A. Parsons of Australia, Ltd., Box 3995, G.P.O., Sydney.

CANADA—$12 million contract for **electronics work** for Montreal-Vancouver **communications network** (see Planned Construction Projects, p. 651) went to RCA Victor of Canada.

HONG KONG—List of firms awarded contracts during February available.★

KUWAIT—Bids have been submitted for construction of Kuwait's **International Airport.** List of participant firms available. (FCW, Apr. 9, p. 606.)★

LEBANON—In Government's program of expanding telephone communications, General Telephone and Electronics Corp., 730 Third Ave., New York 17, N.Y., submitted low bid on 120-channel **microwave link** between Beirut and Tripoli.

Council of Ministers also approved purchase of 22,500 **telephone lines** from Telefon AB L. M. Ericsson, Fack, Stockholm 32, Sweden.

MEXICO—C. M. Construcciones, S.A., in charge of construction of **maternity and children's hospital** in Hermosillo, Sonora.

Financing for $280,000 (3.5 million pesos) project expected to be financed by Municipio (Municipal Government) of Hermosillo, which is also responsible for equipment purchases.

NETHERLANDS ANTILLES—Petrona & Croes was awarded $89,000 (NAF 165,316) contract for new **pathological anatomical laboratory** in Aruba. Building will have single story and be completely air-conditioned.

NEW ZEALAND—Ministry of Public Works announced award of contract for Mangere **international airport** to Taylor Woodrow (Overseas), Ltd., 10 Park St., London, W.1. United Kingdom, and Wilkins and Davies Construction Co., Ltd., of New Zealand.

Work covers construction of sub-base and concrete pavement for 8,500-foot main runway, parallel taxiway, high speed turnoff and aircraft parking areas, and construction of powerhouse and sewerage pumping station, and installation of runway lighting and related facilities.

SIERRA LEONE—Shklarsky and Liedrmnan of Israel received contract for **Lungi Airport expansion project** from Ministry of Works and Eingineering, Freetown.

Nigeria Invites Bids For Power Stations

The Electricity Corp. of Nigeria, under its "New Towns Development Program," invites tenders for supply, erection, and commissioning of two small undertakings.

The Corporation is a statutory body providing electrical services throughout Nigeria.

At one of the towns, a power station will be built complete in every respect; the engine/alternator set, however, will be provided by the corporation.

At the second town, the power station will be built complete in every respect and will include two small diesel generator sets.

At both towns, a basic distribution 11-kv. and 400-v. network is to be erected together with a specified number of consumer services.

The contract includes civil works comprising power station buildings, offices, stores, and a bungalow.

Tender forms, including contract specifications, may be obtained from the Secretary, Electricity Corp. of Nigeria, Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos, on payment of a deposit of $70 which will be refunded only if a bona fide tender is received.

Tenders must be forwarded under sealed cover marked "Confidential—Tender for Small Towns Contract No. EA570/1." Deadline is not later than noon on May 24.

A copy of the tender documents is available on loan to firms domiciled in the United States from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Market for Grocery Items Increasing in Ireland

The Irish market for specialty grocery items is increasing as the country's domestic prosperity grows.

Among such products are processed foods, cleaning items, and specialized paper products.

Imports of canned juices have risen significantly, with the United States becoming the principal supplier of the Irish market for this item.

Salmon is also an important import; however, Japan is the principal supplier here.

The U.S. Embassy in Dublin has suggested the following list of grocery items which might do well in the Irish market:

Canned vegetables of the luxury type such as asparagus; unusual products such as Chinese-type vegetables; instant cake mixes; dried fruits and nuts (other than peanuts); aerosol type disinfectants and deodorants; popcorn; maple syrup; and instant rice.

Trade List Available

The Embassy suggests that Irish importers be circularized with descriptive literature, with prices quoted on a c.i.f. basis. A Trade List, *Provisions—Importers and Dealers—Republic of Ireland*, is available for $1 from U.S. Department of Commerce Field Offices or from the Commercial Intelligence Division, U.S. Department of Commerce, Washington 25, D.C.

Mexico . . .

(Continued from page 646)

January 1962 were $62.3 million, as compared with $63.5 million last December and $62.8 million in January a year ago.

Exports to the United States rose to $54.7 million in January 1962 from $50.3 million in December 1961 and from $41.7 million in January 1961.

The Bank of Mexico's preliminary figures show that total imports in 1961 amounted to $1,139 million compared with $1,186 million in 1960. Exports rose to $802 million in 1961 from $740 million in 1960.

A total of 716,630 foreign tourists visited Mexico in 1961, compared to 690,444 in 1960. The Bank of Mexico reported that net proceeds from tourism in 1961 totaled $386 million, compared with $373 million in 1960.

The Tourist Department has established a new short-term type of tourist card, valid for 5 days and costing $0.50, compared to $3 for the 6-month card. Holders of 6-month tourist cards are now permitted to keep their automobiles in Mexico for that period instead of the 3-month period formerly allowed.

The 1962 peanut crop is expected to remain at about 99,000 metric tons. Stocks are high and there is interest in expanding export sales. January exports, mostly to Canada, totaled 2,157 tons, sharply above the 728 tons exported in January 1961.

Coffee exports in January amounted to 22,937 tons as compared with 8,704 tons shipped in the same month of 1961. Most of Mexico's first quarter coffee quota was shipped in January.

The Government authorized import of 5,000 metric tons of soybean cake starting March 1.

The Ministry of Agriculture is studying the possibility of importing 20,000-25,000 breeding sheep from the United States to improve Mexican stock.

The seven amendments to Article 123 of the Constitution governing labor matters have been approved by 16 State legislatures.

Marseilles . . .

(Continued from page 648)

cracking complex for production of polybutadene and polyethylene derivatives.

Another chemical plant expanded production of synthetic fibers in 1961 by as much as 34%.

The most significant addition, however, to the local industry is a synthetic rubber factory—partially owned by American interests—expected to produce 65,000 tons of styrenebutadene rubber, or 65% of France's requirements.

Along with expanding industrial activity, commercial activity in 1961 was at a high level.

Brokerage transactions in raw materials, however, suffered from contraction of African trade. This change prompted many local firms to study possibilities of expanding their commercial relations with the United States.

Radio Network Equipment Sought in Rhodesia

The Federation of Rhodesia and Nyasaland Federal Power Board, in connection with the Kariba Hydro-Electric Scheme, proposes to call for tenders for the supply and delivery of high frequency radios, telemetering and power supply equipment.

The radios and equipment will be used in a radio telemetering network for transmission of water level information from, initially, three unattended water level transmitting stations in the Upper Zambezi Valley to a receiving station in Salisbury, some 600 miles distant.

Specifications for the equipment will be divided into three sections, and tenderers may bid for one or all three sections. Preference will be given to bids for all sections.

Interested U.S. firms should submit an application containing details of their qualifications and experience to the Secretary, Federal Power Board, P.O. Box 630, Salisbury, Southern Rhodesia, by Apr. 27.

After that date, tender documents and drawings will be issued to those organizations satisfying the Board's requirements.

NATO Projects in Norway, Portugal Open

Two new projects, one in Norway and the other in Portugal, estimated to cost a total of $68,635, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

- The project in Norway, estimated to cost $35,000, calls for delivery and complete installation of five dehumidification plants in five different P.O.L. storages in rock in northern Norway.
- The project in Portugal, estimated to cost $33,635, calls for demarcation and painting of the runway light strips at the Montijo Maritime Air Base.

Eligible firms interested in bidding on the Norwegian project should register their intentions by Apr. 25 with Forsvarets Bygningstjeneste, III/POL, P.O. Box 967, Oslo, quoting reference 7403/62/III/POL/KS/AT 845 H 1.

Firms wanting to bid on the Portuguese project should file their intentions by Apr. 30 with Secretariado-Geral da Defesa Nacional Comissao Executiva de Infraestruturas OTAN (CEIOTAN), Rua Cova de Moura, 1 Lisbon 2.

The following statement should appear in the lower left-hand corner of the envelope: "Concurso para Demarcacao e pintura de faixas de sinalizacao das pistas da Base Aeronaval do Montijo."

Tender notices giving additional information on both projects are available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program available from that Division.

NATO Project in France Opened to U.S. Bidders

A new project in France, estimated to cost approximately $130,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for construction of a repair shop for submarine torpedoes on the Lann-Bihoue maritime airfield.

Eligible firms interested in bidding should file their intentions by May 1 with the Direction des Travaux Maritimes de Lorient, Enclos de l'Amiraute, Lorient (Morbihan), France.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C., as described in the brochure on the NATO international competitive bidding program, available from that Division.

Fertilizer Tenders Requested in Sudan

The Sudan Government is inviting bids for supply and delivery of urea fertilizer and sulfate of ammonia.

Included in the tender are 36,000 metric tons of urea, grandular or prilled, containing 45% to 46% nitrogen, and 8,200 metric tons of ammonium sulfate, containing a minimum of 21% nitrogen.

Shipments are scheduled to arrive at Port Sudan between Oct. 1962 and Feb. 1963.

Urea should be packed in bitumen-lined, 50-kilogram jute bags, with a minimum shipment of 3,000 metric tons, and the ammonium sulfate in 100-kilogram jute bags.

Method of payment may be suggested by the tenderer. Favorable consideration will be given to cash against shipping documents (c.a.d.).

Quotations, in pounds sterling on a c.i.f. Port Sudan basis per metric ton with insurance to warehouses, should reach the Office of Assistant General Manager (Supplies), Sudan Gezira Board, Bakaret, Sudan, not later than 12 noon May 5.

A copy of the tender, including specifications and conditions of contract, is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Construction . . .

(Continued from page 651)

LIBERIA—Liberia Development Corp., local firm, and ISPHAR Co., Ltd., 13 Montefiore St., P.O. Box 297, Tel Aviv, Israel, will establish **pharmaceutical plant.**

In view of recommendations by Secretary of Treasury, Liberian Development Corp., Monrovia, may establish number of **plants** to manufacture **sheet metal products, poultry wire** and **latex cups, knitted underwear, paint,** and **plastics.**

MEXICO—$2.8 million **plant** will be built in Mexico City by Industria Nacional Química-Farmaceútica, S.A., Versalles No. 15, México 6, D.F., to manufacture **methanol** from natural gas.

Lerma Industrial, S.A., new joint enterprise financed by Montrose Mexicana, S.A., Aptdo. Postal 2124, Ave. Madero No. 24° Piso, México, D.F. and a U.S. firm, to build **plant** at Salamanca to produce **agricultural insecticides.**

Corbu Industrial, S.A., Avenida Yucatan 20, México, D.F., Mexican Affiliate of U.S. firm, will make economic feasibility study of utilizing tree stumps for manufacture of **rosins** and other **naval stores** in State of Durango. If feasible, plant will be established at estimated cost of $500,000.

NETHERLANDS—Foster Grant Co., N. Main St., Leominster, Mass., will establish new **subsidiary** at Breda for manufacture of **plastics** and **chemicals.** Firm also intends to build integrated **petrochemical plant** at later date.

PANAMA—Canada-based Kruger Organization, Ltd., will build $5 million **paper mill** in Panama.

PERU—Bids expected to be called on Apr. 30 for construction of main **airport building** at Lima-Callao International Airport. Terminal will cost 7 million soles (1 sole=$0.0375). Corporación Peruana de Aeropuertos y Aviación Comercial (CORPAC), Lima.

REPUBLIC OF SOUTH AFRICA—Large scale **urban development program** on old mine dump sites being undertaken by Pioneer Holdings and Finance Corp., P.O. Box 57, Jeppestown, Johannesburg.

Although several projects have already been initiated, others are still in preliminary stages, including Park Central Building project (FCW, Dec. 11, 1961, p. 12) and extensions to industrial site at Benrose Township.★

Lessee of Pioneer Holdings, Inrybelange (Eiendoms) Beperk, Pretoria, planning to construct large luxury **hotel** on upper level of Park Central area and **shopping center** and other facilities if sufficient capital can be found. Write directly to Inrybelange.

Pioneer Holdings also considering adding rock crushing plants to present operations and planning to purchase U.S.-made equipment for project.

Ministry of Water Affairs, Patterson Bldg., 173 Schoeman St., Pretoria, set to undertake Orange River **development scheme** (FCW, Mar. 20, 1961, p. 20, and Dec. 11, 1961, p. 12.) Huge project includes dams for urban water supplies, irrigation, electric power development, and flood control works. Total cost set at $630 million.★

Plans have been drawn up for new **tanker harbor** for Cape Town docks to be built inside Duncan Dock. Work on 8 million rand (1 rand=$1.40) project to begin immediately.★

SIERRA LEONE—Scottish Television discussing with Ministry of Information and Broadcasting, Freetown, possibility of introducing **television service** in Sierra Leone. (FCW, Nov. 27, 1961, p. 28.)

URUGUAY—Plan for short term (2-year) national **housing** plan has been submitted to Interamerican Development Bank to request 45% financing for program. Approximately 5,000 houses would be built. Plan was drawn up by Banco Hipotecario, Instituto Nacional de Viviendas Económicas and Comisión de Inversiones y Desarrollo Económica.

Bids Requested in Baghdad For University Construction

The Ministry of Works and Housing, Baghdad, Iraq, is inviting bids until Oct. 3 for construction of the second phase of the University of Baghdad project.

This will include the administration building, the faculty club building, and nine blocks of academic buildings.

Tender documents and drawings may be purchased for $728, not refundable, from the design architects, Architects Collaborative International, c/o Panero-Weidlinger-Salvadori, S.A., 126 Via Nomentana, Rome, Italy, or Technical Division Number 4 of the Directorate General of Buildings, Ministry of Works, Sadoon St., Baghdad.

They are also available from the Embassy of the Republic of Iraq, 1801 P St., NW., Washington 6, D.C.

Prospective bidders must notify the Directorate General of Buildings that they intend to participate within 14 days after purchasing documents.

They must also bid on all of the structures covered by the tender, including all the principal civil works as well as mechanical, electrical, and sanitary installations.

Bids must be accompanied by a preliminary deposit of $168,000 in cash or by a letter of guarantee from an approved bank in Iraq.

NEW World Trade OPPORTUNITIES

● *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

011 Field Crop Farm Products

Italy

Oil bearing seeds. Fioravante Sbragi (manufacturer, dealer), Salita Coronata 3, Cornigliano, Genoa. WTD 12/21/61.

012 Fruit, Tree Nut, Vegetable Farm Products

Ceylon

Fresh fruit, such as oranges, mandarins, peaches, pears, apricots, plums. Cargills (Ceylon), Ltd., Grocery Dept. (department store, importing distributor), York St., Fort, Colombo. WTD 7/12/61.

019 Miscellaneous Commercial Farm Products

Denmark

Seeds, plants, except carnation cuttings. Direct purchase, agency. K. Stormly Hansen (carnation grower), Avedore Byvej, Copenhagen-Hvidovre. WTD 3/16/62.

149 Miscellaneous Nonmetallic Minerals

Japan

Clean amber of better and best quality for rings, necklaces, other types of accessories. Kyobi Co., Ltd. (importer), Kotobuki Bldg., Kawaramachi Shijo Sagaru Kyoto. WTD 3/16/62.

193 Tanks, Tank Components

Italy

All spare parts for M-47 and M-24 tanks, particularly tracks; new or surplus. Direct purchase, agency. Mantovani SpA (importer, distributor, wholesaler), 443 Via Tiburtina, Rome. WTD 11/14/61.

195 Small Arms

Germany

Weapons, accessories for small arms. Direct purchase, agency. Kurt Deckert (importer, retailer), 46 Lange Str., Detmold. WTD 3/20/62.

196 Small Arms Ammunition

Germany

Ammunition for small arms. Direct purchase, agency. Kurt Deckert (importer, retailer), 46 Lange Str., Detmold. WTD 3/20/62.

201 Meat Products

Germany

Frozen poultry, poultry parts, such as necks, backs, drumsticks, legs. Direct purchase, agency. Humboldt International Trading GmbH (importing distributor, manufacturer's agent), Bergstr. 14, Hamburg 1. WTD 12/21/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Bermuda

Canned pineapple—sliced, crushed, tidbits, juice, other forms. Direct purchase, exclusive agency for Bermuda. Powell & Co., Ltd. (importing distributor, manufacturer's agent, commission merchant), Front St., Hamilton. WTD 3/5/62.

Germany

Canned fruits, vegetables, such as peaches, pears, pineapples, peas, beans, asparagus. Direct purchase, agency. Humboldt International Trading GmbH (importing distributor, manufacturer's agent), Bergstr. 14, Hamburg 1. WTD 12/21/61.

Rhodesia, Nyasaland

Health foods, dietetic products, vegetarian products, slimming formulas. Vital Health Stores (Pvt.), Ltd. (importing distributor), P.O. Box 2375, Salisbury, Southern Rhodesia. WTD 3/19/62.

209 Miscellaneous Foods

Italy

Seed oils. Fioravante Sbragi (manufacturer, dealer), Salita Coronata 3, Cornigliano, Genoa. WTD 12/21/61.

220 Textile Mill Products

Netherlands

Curtain wall materials. Direct purchase, agency. Handelsonderneming Evaco Nederland (importing distributor, manufacturer's agent), 340 Diependaalschelaan, Hilversum. WTD 12/21/61.

221 Broad Woven Textile Mill, Cotton Products

Denmark

Cotton fabrics, tulle, trimmings for ladies' underwear. Carl Ellerbaek A/S (manufacturer), 55 Gronnegade, Herning. WTD 3/20/62.

225 Knitwear

Denmark

Nylon knit fabrics for ladies' underwear. Carl Ellerbaek A/S (manufacturer), 55 Gronnegade, Herning. WTD 3/20/62.

Germany

Medium- and low-priced knitwear of wool, cotton, or synthetic fibers for ladies, men, children. Direct purchase, agency. Seidel & Dr. Dedekind (importing distributor, manufacturer's agent), Moenckebergstr. 11, Hamburg 1. WTD 12/21/61.

229 Miscellaneous Textile Goods

England

Polyvinyl cloth laminated multi-colored printed and quilted. Morris Wilkinson (Nottingham), Ltd. (manufacturer), Victoria Works, Basford, Nottingham. WTD 12/21/61.

230 Apparel

England

Men's, women's, children's garments of all types of fibers. Direct purchase, agency. Henry Bannerman & Sons, Ltd. (manufacturer), Hale, Altrincham, Cheshire. WTD 2/21/62.

Germany

All kinds of men's, ladies', children's outerwear. Direct purchase, agency. Textil-Kontor, Wilhelm Jendges (im-

porter, wholesaler), 19 Mercedesstr., Stuttgart-Bad Cannstatt. WTD 3/9/62.

Kenya

Clothing, particularly year end and out of season lots. Mailorda of East Africa, Division of Denovan & Co., Ltd. (importer, manufacturer's agent), P.O. Box 109, Nairobi. WTD 1/19/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Germany

Men's, boys' cotton corduroy, and cotton flannel shirts, work shirts, sport shirts. Carl Schewe (importing distributor), Burchardstr. 21, Hamburg 1. WTD 2/21/61.

239 Miscellaneous Fabricated Textile Products

Germany

Textile items for baby's room. Atelier 49, E. & F. Jakob GmbH (importer, manufacturer), Waldshut, Hochrhein. WTD 3/19/62. Leaflet.★

242 Sawmill, Planing Mill Products

Netherlands

Douglas Fir, North Carolina pine lumber. Direct purchase, agency. Philip Ham's Agenturen "Peham" (importer, exporter, agent), 32 Bergse Linker Rottekade, Rotterdam 23. WTD 12/21/61.

251 Household Furniture

Kuwait

Furniture, including children's furniture. Direct purchase, agency. Ali Abdulwahab Sons & Co. (general merchant), P.O. Box 159, Kuwait. WTD 3/20/62.

281 Industrial Chemicals

Syria

Argon and neon gas. Maison Subhi Alti (wholesaler, retailer, manufacturer's agent), P.O. Box 1024, Khan el-Harir, Aleppo. WTD 3/10/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

South Africa

Polyethylene, approximately 45,000 lb. monthly. Platex (Pty.), Ltd. (manufacturer), Distillery St., Huguenot, Cape Province or P.O. Box 282, Paarl, Cape Province. WTD 8/2/60.

283 Drugs

England

Sulpha, vitamins, iron gluconate, paracetamol, antibiotics, diuretics, and sex and corticosteroid hormones. Direct purchase, agency. Marchsll's Pharmaceuticals, Ltd. (importer, manufacturer), Monument Bldgs., Pudding Land, London EC.3. WTD 12/21/61.

Rhodesia, Nyasaland

Food supplements, vitamins, herbal remedies, biochemic preparations. Vital Health Stores (Pvt.), Ltd. (importing distributor), P.O. Box 2375, Salisbury, Southern Rhodesia. WTD 3/19/62.

Data on Foreign Firms Available To U.S. Businessmen

World Trade Directory Reports

Information on foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation, and names of any U.S. firms represented by the foreign firm and serving as its supplier.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. Reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Germany

Baby toilet articles. Atelier 49, E. & F. Jakob GmbH (importer, manufacturer), Waldshut, Hochrhein. WTD 3/19/62.

Netherlands

High quality cosmetics. Weston N.V. (importing distributor), 92-96 Rokin, Amsterdam. WTD 11/7/58 on William Rikkers Handelsonderneming.

287 Agricultural Chemicals

Denmark

Agricultural chemicals. Direct purchase, agency. K. Stormly Hansen (carnation grower), Avedore Byvej, Copenhagen-Hvidovre. WTD 3/16/62.

301 Tires, Inner Tubes

Syria

Tires, tubes for trucks, automobiles. Direct purchase, agency. Mohamad Wahoud (wholesaler, retailer), Port St., Banias, Via Latakia. WTD 3/19/62.

307 Miscellaneous Plastics Products

Germany

Plastic articles for baby's room. Atelier 49, E. & F. Jakob GmbH (importer, manufacturer), Waldshut, Hochrhein. WTD 3/19/62. Leaflet.★

311 Leather Tanning, Finishing Products

France

Leather for shoe industry. Direct purchase, agency. Tanagra, S.A. (manufacturer, exporter), 23 rue de la Mare, Paris 20. WTD 12/21/61.

313 Boot, Shoe Cut Stock, Findings

France

Heel lifts, other findings for shoe industry. Tanagra, S.A. (manufacturer, exporter), 23 rue de la Mare, Paris 20. WTD 12/21/61.

314 Footwear

France

All types of shoes for ladies, men, children, teenagers. Direct purchase, agency. Société Europeenne d'Importation de Chaussures—SEDIC. S.A. (wholesaler, importer), 137 rue Saint-Martin, Paris 4. WTD 12/21/61.

Shoes, especially for men. Direct purchase, agency. Tanagra, S.A. (manufacturer, exporter), 23 rue de la Mare, Paris 20. WTD 12/21/61.

321 Flat Glass

Germany

Crystal glass, cast glass. Glassgrosshandlung Conzelmann KG (wholesaler), 7 Ludwigstr., Tailfingen. WTD 3/16/62.

322 Glass, Glassware

Germany

Insulating glass, glass bricks. Glasgrosshandlung Conzelmann KG (wholesaler), 7 Ludwigstr., Tailfingen. WTD 3/16/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Japan

Steel wool. Direct purchase, agency. The Kiichi Tools Co., Ltd. (importing

distributor), 28 Itachibori-Kamidori 1-chome, Nishi Ku, Osaka. WTD 3/13/62.

332 Iron, Steel Foundry Products

Barbados

Pitch fiber pipe for irrigation, sewerage, subsoil drainage; 3 in., 4 in., and 6 in. diameter (internal dimensions), plain and perforated; random or 10 ft. lengths; bends, tees, junctions, couplings, plugs; jointings either by tapered ends and couplings or spigot and socket. Direct purchase, exclusive agency for Barbados. R. & G. Challenor, Ltd. (importer, retailer), P.O. Box 64, Bridgetown. WTD 3/23/62.

342 Cutlery, Hand Tools, General Hardware

Germany

Accessories for motor sport, sailing, and sport boats. Delius & Lahme (wholesaler), 23 Breite Str., Bielefeld. WTD 3/30/61.

Netherlands

Horticultural implements. Direct purchase, agency. Romeijn & van Zanten (importing distributor), 12 Schelluinsestraat, Gorinchem. WTD 12/21/61.

343 Heating Apparatus, Plumbing Fixtures

France

Sanitary ware, such as cast-iron bath tubs; central heating apparatus. Guyvarc'h & Le Deaut (trader), avenue Melchior, Kergroise, Lorient (Loire Atlantique). WTD 12/21/61.

Jordan

Compressed gas cylinders. Ezzat Tabbah Sons Co. (importer, manufacturer), P.O. Box 22, Ningltmman. WTD 4/6/61.

346 Metal Stampings

Belgium

Stainless steel, aluminum and enamelled pots, pans. Direct purchase, agency. Fl. Pardaen & Co., SPRL (importer, agent), 60 avenue de la Station, Vilvorde-Brussels. WTD 2/19/62.

351 Engines, Turbines

Kenya

Reconditioned outboard motors, no more than 5 hp., two-stroke. Denovan & Co., Ltd. (manufacturer's agent, importer), P.O. Box 109, Nairobi. WTD 1/19/61.

352 Farm Machinery, Equipment

Denmark

Nursery garden supplies, equipment: Mixing equipment, injection equipment, fertilizer injectors, machinery such as pumps. Direct purchase, agency. K. Stormly Hansen (carnation grower), Avedore Byvej, Copenhagen-Hvidovre. WTD 3/16/62.

Netherlands

Agricultural machinery. Direct purchase, agency for West European countries. Veldkoning's Handel-Maatschappij N.V. (importer, wholesaler), 49 Philipslaan, Roermond. WTD 12/21/61.

Newly developed tools and implements used by nurserymen, farmers. N. V. Zaad-en Kunstmestbedrijf v/h T.v.d. Beukel (importing distributor, wholesaler), 54 Havenstraat, Monster. WTD 12/21/61.

Sales Prospects Report Made in Netherlands

The U.S. Embassy, The Hague, has prepared a detailed report on sales prospects for U.S. consumer goods in Dutch department and chain stores.

The report includes chapters on annual sales, kinds of goods sold, competition in the Dutch market for U.S. goods, how American goods are purchased, the question of price, technical styling, packaging problems, U.S. export business methods, and outlook.

Copies of the report are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

A list of Dutch department and chain stores is also available from this Division.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Snow removal equipment, track type. Bergbau-und Industriemaschinen Guenther Gierlichs, 3 Lindenstrasse, Cologne. WTD 8/23/60.

Spare parts for crawler tractors, such as track shoe nuts and bolts. Dimas Industrie-u. Maschinenbedarf GmbH (importing distributor), 12 Graf-Adolf-Platz, Duesseldorf. WTD 3/20/62. Leaflet.★

Netherlands

Motor pickup sweepers. Technische Import en Handelsonderneming Agincore N.V. (importing distributor), 58 A-C Muiderstraatweg, Diemen. WTD 12/21/61.

Saudi Arabia

Heavy equipment; used and old model industrial, transportation, and construction equipment. Oriental Establishment (importer, transport contractor), P.O. Box 228, Amir Khalid St., Alkhobar. WTD 3/11/62.

354 Metalworking Machinery, Equipment

Germany

Electric hand-operated machine for forming zinc-sheet roof gutters. Gerhard Rubbert KG (wholesaler), 7-9 Vulkanstr., Duisburg. WTD 3/19/62.

Iraq

Automotive servicing equipment, including hoists, washing machinery, compressors, grease guns. Ibrahim J. Saad & Fils, Rashid St., Baghdad. WTD 5/18/61.

Netherlands

Machine tools, all kinds. Direct purchase, agency. N. V. Atlantic (importer, commission merchant), Groothandelsgebouw A-3, Rotterdam. WTD 2/23/62.

356 General Industrial Machinery, Equipment

Germany

Packaging machinery to fill all sizes of polyethylene or cellophane bags with bakery products, shirts, blouses. Rudolph Kuhlmann (importing distributor), Kaiser Wilhelm Str. 89, Hamburg 36. WTD 12/21/61.

Filling equipment for toilet preparations from containers of 1 to 5 kilograms into containers of 10 to 20 cubic centimeters. Direct purchase, agency. Julius Haenssler (importing distributor, manufacturer's agent), Hagenbeckstr. 19, Hamburg-Stellingen. WTD 3/4/62.

358 Service Industry Machines

Germany

Sweeping machines operated by battery for sweeping factory plants, halls. Kurt Buettner (importer, wholesaler, manufacturer's agent), 56 Mercatorstr., Duisburg. WTD 6/29/61.

Netherlands

Commercial refrigerators; coffee machines, cooking equipment used in hotels, restaurants. Veldkoning's Handel-Maatschappij N.V. (importer, wholesaler), 49 Dr. Philipslaan, Roermond. WTD 12/21/61.

360 Electrical Machinery, Equipment, Supplies

Germany

Electrical equipment: Relays, electrolytic condensers, compensating condensers, fluorescent lamps, cables, small electrical equipment such as clamps, terminals. Direct purchase, agency. Klaus Lindenberg KG (importer, manufacturer's agent), 21 Boeckstr., Mannheim. WTD 3/22/62.

362 Electrical Industrial Apparatus

India

Equipment for inspecting welds in butt welded tools. Donald Miranda, S. S. Miranda Pvt., Ltd., 49 Champri Bhimji Rd., Mazagoan, Bombay. WTD 5/3/55.

363 Household Appliances

Belgium

Bath scales. Direct purchase, agency. Fl. Pardaen & Co., SPRL (importer, agent), 60 avenue de la Station, Vilvorde-Brussels. WTD 2/19/62.

Germany

Small electric household appliances, such as toasters, mixers, coffee machines, and similar kitchen equipment. Direct purchase, agency. Eugen Scheidt (manufacturer, wholesaler), 8 Falkenstr., Solingen-Ohligs. WTD 3/22/62.

Electrical household equipment, 220 a.c., 50-cycle. Direct purchase, agency. Arnold Montanus (manufacturer's agent, importing distributor), Muhliusstr. 36a, Kiel. WTD 12/21/61.

Netherlands

Refrigerators. Veldkoning's Handel-Maatschappij N.V. (importer, wholesaler), 49 Dr. Philipslaan, Roermond. WTD 12/21/61.

Syria

Used sewing machine heads No. 15K, 27K, and 28K; 500 of each yearly. Direct purchase, agency. Maison Subhi Alti (wholesaler, retailer, manufacturer's agent), P.O. Box 1024, Khan el Harir, Aleppo. WTD 3/10/62.

365 Radio, Television Sets

Germany

Portable and table model radio sets, AM and FM; AM and FM transistor radios; portable and table record players; 220 a.c., 50-cycle. Direct purchase, agency. Arnold Montanus (manufacturer's agent, importing distributor), Muhliusstr. 36a, Kiel. WTD 12/21/61.

366 Electric Lighting, Wiring Equipment

Syria

Luminous vacuum neon tubes, transformers, flashers, supporters, limiters, electrodes for advertising posters. Maison Subhi Alti (wholesaler, retailer, manufacturer's agent), P.O. Box 1024, Kahn el-Harir, Aleppo. WTD 3/10/62.

371 Motor Vehicles, Equipment

Netherlands

Automotive spare parts for European cars. Taxameter Centrale NV (importing distributor), 439 Kerkstraat, Amsterdam. WTD 12/21/61.

Automotive shock absorbers; speedometer cables; dashboard instrument and spring action seats for tractors. Technische Handelsonderneming CAR (importing distributor), 128-129 Weesperzijde, Amsterdam. WTD 12/21/61.

384 Surgical, Medical, Dental Instruments, Supplies

Mexico

Medical and surgical instruments, equipment. Alejandro Guerra G. (commission merchant), Privada Gutierrez No. 2, Colonia Gutierrez, Monterrey, N.L. WTD 3/20/62.

386 Photographic Equipment

Philippines

Photographic papers, all types. National Camera Supply Co. (importing distributor), 439 Escolta St., Manila. WTD 3/14/62.

391 Jewelry, Silverware, Plated Ware

Germany

Stainless steel flatware, high quality. Franz Fuerst (manufacturer), 16 Sonnenstr., Solingen. WTD 3/16/62.

394 Toys, Amusements, Sporting Goods

Germany

Babies' toys. Atelier 49, E. & F. Jakob GmbH (importer, manufacturer), Waldshut, Hochrhein. WTD 3/19/62.

399 Miscellaneous Manufacturing Industry Products

Germany

Advertising material: Electrically illuminated sales aids, display stands, mobile displays, and related items; 220 volts, a.c., single-phase, 50-cycle; illumination and propulsion elements for their production. Direct purchase, agency. Wuellner & Mai, Werkstaette fuer Werbemittel (importing distributor, manufacturer's agent), Ziegelstr. 8, Hannover-Ahlem. WTD 12/21/61.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Norway

Yellow and green dried peas. Bjarne Johnsen (importing distributor, agent), P.O. Box 428, Bergen. WTD 2/10/60.

204 Grain Mill Products

Italy

Basic products for animal feed. Gattiglia & Tassinari (sales agent), 1/12 Via Sottoripa, Genoa. WTD 8/25/61.

209 Miscellaneous Foods

Italy

Animal tallow, soybean oil. CICE—Consorzio Italiano per il Commercio Estero (sales agent), 11 Via Cipro, Genoa. WTD 4/17/61.

Vegetable oils. Gattiglia & Tassinari (sales agent), 1/12 Via Sottoripa, Genoa. WTD 8/25/61.

Pakistan

Tallow. Gosien & Co. (exporter, representative, merchant), 4-B, Shahalam Market, or P.O. Box 550, Lahore. WTD 9/21/60.

220 Textile Mill Products

Netherlands

Piece goods for men's, women's outerwear. N. V. Handelmaatschappij en Confectiebedrijf M. Gosschald (commission merchant), 105 Willemsparkweg, Amsterdam. WTD 3/8/62.

225 Knitwear

Philippines

All wool sport socks. P. Y. Arriola & Sons, Ltd. (importer, retailer, wholesaler, manufacturer), P. Y. Arriola Bldg., Cebu City. WTD 8/9/60.

230 Apparel

Netherlands

Men's, women's leisure wear. N. V. Handelmaatschappij en Confectiebedrijf M. Gosschald (commission merchant), 105 Willemsparkweg, Amsterdam. WTD 3/8/62.

242 Sawmill, Planing Mill Products

Germany

Flooring. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

Ethiopia Asks Road-Building Equipment

Bids have been invited by the Ethiopian Government for supply and delivery of various types of highway construction equipment.

The procurement, financed by DLF Loan 193 valued at $3.6 million, is covered by 18 bid invitations as follows:

No. 34651, four low bed trailers, 32-ton; No. 34652, one truck tractor with trailer, 50-ton; No. 34653, two flat bed trucks (29,000 GVW); No. 34654, five flat bed trucks (19,000 GVW); No. 34655, 116 dump trucks, 3 cu. yd. (19,500 GVW); No. 34656, 18 1-ton pickups;

No. 34656A, 54 pickups, ½-ton; No. 34657, one ½-ton pickup, 4 x 4; No. 34658, eight loaders, rubber-tired, 1 cu. yd.; No. 34659, nine dozers, 65 hp.; No. 34660, three dozers, 100 hp. (D-7); No. 34664, 20 asphalt heaters, hand-pump; No. 34665, nine asphalt mixers, patch, portable, 3-ton;

No. 34667, 13 electric generators, 220-v., 15-kw.; No. 34668, three welders, 300-amp.; No. 34669, 12 air compressors, 105 c.f.m.; No. 34670, one air compressor, 315 c.f.m.; and No. 34671, 10 jack hammers, 45-pound.

Bids should reach the Procurement Office, Imperial Highway Authority, P.O. Box 1770, Addis Ababa, before closing bid dates which range between May 25 and June 1.

Copies of each bid invitation are available to U.S. firms from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

251 Household Furniture

Germany

Built-in kitchen furniture, cabinets. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

280 Chemicals

Austria

Sulphur, pyrite, aluminum oxide, epoxy resin, and raw materials for production of artificial resin. A. Grohmann (importing distributor, manufacturer's agent), 23 Franzensgasse, Vienna V. WTD 8/28/59.

281 Industrial Chemicals

Belgium

Sizing and desizing chemicals for textile industry, finishings for fabrics. Paul Robert Rooryck (manufacturer's agent), 7 rue Pere Beck, Courtrai. WTD 3/13/62.

Mexico

Chemical products. Alejandro Guerra G. (commission merchant), Privada Gutierrez No. 2, Colonia Gutierrez, Monterey, N.L. WTD 3/20/62.

283 Drugs

Jordan

Pharmaceuticals, medicines, veterinary products. Arafat Drug Houses (manufacturer's representative, distributor), P.O. Box 71, Nablus. WTD 3/21/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Jordan

Hair coloring cream. Arafat Drug Houses (manufacturer's representative, distributor), P.O. Box 71, Nablus. WTD 3/21/61.

287 Agricultural Chemicals

Jordan

Agricultural chemicals. Arafat Drug Houses (manufacturer's representative, distributor), P.O. Box 71, Nablus. WTD 3/21/61.

291 Petroleum Refining

Mexico

Petroleum derivatives. Alejandro Guerra G. (commission merchant), Privada Gutierrez No. 2, Colonia Gutierrez, Monterrey, N.L. WTD 3/20/62.

Pakistan

Furnace fuel oil. Gosien & Co. (exporter, representative, merchant), 4-B Shahalam Market, or P.O. Box 550, Lahore. WTD 9/21/60.

307 Miscellaneous Plastics Products

Germany

Plastic floor tiles. Trasco S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

Korea Invites Tenders For Dairy Cattle

The Government of the Republic of Korea is inviting bids for supply and delivery of 500 head of Holstein milk cows.

Estimated value of the shipment is $250,000; it includes the feed and medical equipment and materials during shipment.

Bids should reach Office of Supply, Government of the Republic of Korea, Seoul, by 10 a.m., Apr. 25. Delivery may be f.a.s. port of loading, c. and f., or c.i.f. port of discharge Pusan, Korea.

Early delivery is desired, but not later than June 30.

A copy of invitation KFX-2022-S, project 62-11, including terms and specifications, is available on loan, to firms domiciled in the United States, from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

314 Footwear

France

Inexpensive shoes. Paris-Luxe-Sac, SARL (manufacturer, trader), 211 rue Saint-Maur, Paris 11. WTD 12/21/61.

317 Handbags, Other Personal Leather Goods

Netherlands

All types of fancy leathergoods for men, women. A. van Loon (manufacturer's agent), 28 Planterslaan, Leersum. WTD 12/21/61.

326 Pottery

Germany

Pottery bowls, household and gift items. Erwin Kahrmann (manufacturer's agent), 19c Auf dem Schrick, Bochum-Stiepel. WTD 3/16/62.

Vitreous china sanitary fixtures, kitchen sinks. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

331 Steel Mill Products

Austria

Ferroalloys, tin sheet, steel plate, rods. A. Grohmann (importing distributor, manufacturer's agent), 23 Franzensgasse, Vienna V. WTD 8/28/59.

Pakistan

Pig iron, billets, sheets, plates, tinplate. Gosien & Co. (exporter, representative, merchant), 4-B Shahalam Market, or P.O. Box 550, Lahore. WTD 9/21/60.

Spain

Tinplate, normal and electrolytic. Antonio Ramos V. (representative agent on commission), Bruch 34, 4°. 1ª., Barcelona 10. WTD 3/15/62.

333 Primary Smelting, Refining of Nonferrous Metals

Burma

Aluminum ingots, 99% purity and up. E. H. Moola (importer, exporter, manufacturer's representative), 573 Maha Bandoola St., Rangoon. WTD 3/14/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Austria

Copper bars. A. Grohmann (importing distributor, manufacturer's agent), 23 Franzensgasse, Vienna V. WTD 8/28/59.

336 Nonferrous Foundries

Germany

Household and gift articles of cast aluminum. Erwin Kahrmann (manufacturer's agent), 19c Auf dem Schrick, Bochum-Stiepel. WTD 3/16/62.

342 Cutlery, Hand Tools, General Hardware

Germany

Cutlery, household articles. Erwin Kahrmann (manufacturer's agent), 19c Auf dem Schrick, Bochum-Stiepel. WTD 3/16/62.

Building hand tools. Sponagel & Co. (manufacturer's agent), Speersort 8, Hamburg 1. WTD 12/21/61.

Tools for home workshops of "do-it-yourself" handy man. Karl Schnabel (wholesaler, exporter, manufacturer's agent), 4 Christianstr., Remscheid. WTD 3/22/62.

Builders' hardware. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

Switzerland

Hand tools, plumbers' tools. Tristar, S.A. (importing distributor, manufacturer's agent), 14 rue de l'Ancien Port, Geneva. WTD 3/19/62.

343 Heating Apparatus, Plumbing Fixtures

Germany

Enameled iron, cast iron, or pressed metal sanitary ware and kitchen sinks. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

344 Fabricated Structural Metal Products

Germany

Aluminum windows. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

346 Metal Stampings

Germany

Pots, pans, household and gift articles of stamped and spun aluminum, stainless steel, other metals. Erwin Kahrmann (manufacturer's agent), 19c Auf

dem Schrick, Bochum Stiepel. WTD 3/16/62.

351 Engines, Turbines

Philippines

Spare parts for diesel engines for heavy equipment. P. Y. Arriola & Sons, Ltd. (importer, retailer, wholesaler, manufacturer), P. Y. Arriola Bldg., Cebu City. WTD 8/9/60.

352 Farm Machinery, Equipment

Germany

Lawn mowers. Herbert Putzek (manufacturer's agent), Asemissen ueber Bielefeld 2. WTD 3/19/62.

353 Construction, Mining, and Materials Handling Machinery and Equipment

France

All kinds of handling machinery for industrial use, such as hoists, jacks, pulley blocks. Ets. Orand-Aymard (manufacturer's agent), 12-14a rue Sainte-Victoire, Marseille. WTD 3/15/62.

Germany

Newly developed building machinery, equipment. Sponagel & Co. (manufacturer's agent), Speersort 8, Hamburg 1. WTD 12/21/61.

Pakistan

Excavators, bulldozers, planers, heavy-duty trucks, earthmoving equipment. Gosien & Co. (exporter, representative, merchant), 4-B Shahalam Market, or P.O. Box 550, Lahore. WTD 9/21/60.

354 Metalworking Machinery, Equipment

Germany

Power tools, equipment for home workshops of "do-it-yourself" handy man. Karl Schnabel (wholesaler, exporter, manufacturer's agent), 4 Christianstr., Remscheid. WTD 3/22/62.

Special machinery, auxiliary equipment for manufacture of cables of all kinds. Walter G. Fritzke GmbH, Spezialmaschinen KG (importer, exporter, wholesaler, sales agent), 76 Am Wehrhahn, Duesseldorf. WTD 3/12/62.

355 Special Industry Machinery

Honduras

Machinery to manufacture all types of men's shoes, daily capacity approximately 250 pairs. Elias Mena & Cia., Juan José Mena, Manager (manufacturer, retailer, agent), Avenida Colón, Tegucigalpa, D.C. WTD 9/27/61.

Netherlands

Machines for corrugated cardboard industry. Exclusive agency for Europe. NV Nap (manufacturer's agent), 53 Damrak, Amsterdam. WTD 6/20/61.

358 Service Industry Machines

Belgium

Refrigeration accessories. Intertrading, SPRL (importer, exporter, wholesaler, sales agent), 30/32 rue du Tabellion, Brussels 5. WTD 2/21/62.

Germany

Commercial dishwashers, other electric commercial kitchen appliances; 220 volt, a.c., single-phase, 50-cycle. Margraf Kommanditgesellschaft (manufacturer's agent), Wedekindplatz 2, Hannover. WTD 12/21/61.

Air-conditioning equipment, units, 220-volt, a.c., 50-60-cycle. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

Domestic air-conditioners. Richard Lindner (manufacturer's agent), 14 Marienstr., Minden/Westphalia. WTD 3/16/62.

Hotel and restaurant kitchen machinery such as electric dishwashers, refrigerators, deep freezers; air-conditioning units; 220- and 380-volt, a.c., 3-phase, 50-cycle. Gustav H. Falke (manufacturer's agent), Raboisen 16, Hamburg 1. WTD 12/21/61.

361 Electric Transmission, Distribution Equipment

Germany

Variable speed oil pressure transmission. Gustav H. Falke (manufacturer's agent), Raboisen 16, Hamburg 1. WTD 12/21/61.

362 Electrical Industrial Apparatus

Germany

Small motors; a.c., 3-phase, 50-cycle. Gustav H. Falke (manufacturer's agent), Raboisen 16, Hamburg 1. WTD 12/21/61.

363 Household Appliances

England

All types of electrical domestic appliances, especially food mixers, cookers, refrigerators. Eric Frais of Whitehall, Ltd. (sales agent), 12 Whitehall, London, SW.1. WTD 3/22/62.

Germany

Electric water heaters, refrigerators, deep freezers, ranges; 220-volt, a.c., 50-60-cycle. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

Refrigerators, dishwashers. Richard Lindner (manufacturer's agent), 14 Marienstr., Minden/Westphalia. WTD 3/16/62.

Electric dishwashers, refrigerators, deep freezers; 220-volt, a.c., 3-phase, 50-cycle. Gustav H. Falke (manufacturer's agent), Raboisen 16, Hamburg 1. WTD 12/21/61.

364 Electric Lighting, Wiring Equipment

England

Lighting fittings, particularly those for display and architectural purposes. Beta Manufacturing Co. (manufacturer, exporter), Poplar Works, Valley Rd., Shipley, Yorkshire. WTD 12/21/61.

Tire Retreading Material Sought in Baghdad

The Baghdad Passenger Transport Service plans to purchase all the necessary equipment to set up and operate a tire-retreading facility, the U.S. Embassy in Baghdad reports.

The facility will be used to retread heavy-duty industrial type tires which are used in single and double deck passenger buses operated in Baghdad by the Transport Service.

Interested U.S. manufacturers of tire-retreading equipment are requested to submit illustrated catalogs or brochures describing their equipment, and c. and f. Baghdad prices, direct to Jaafar al-Hussaini, Chief Inspector of the Passenger Transport Service, Baghdad.

366 Communication Equipment

Pakistan

Railway signal equipment. Gosien & Co. (exporter, representative, merchant), 4-B Shahalam Market, or P.O. Box 550, Lahore. WTD 9/21/60.

367 Electronic Components, Accessories

Netherlands

All types of components and materials for electro-technical and electronic industries. Exclusive agency for Europe. NV Nap (manufacturer's agent), 53 Damrak, Amsterdam. WTD 6/20/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Australia

X-ray diffraction apparatus. Rockley Machinery Co. Pty., Ltd. (importer, retailer), 642 Harris St., Ultimo, Sydney. WTD 10/4/61.

373 Ship, Boatbuilding, Repairing

Norway

Ship pumps: Bilge, ballast, fuel, feed, cargo loading and unloading, others. Johan Troye A/S Agenturforretning (manufacturer's agent), C. Sundtsgate 60, Bergen. WTD 3/8/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Australia

Nucleonic equipment. Siemens Henley Pty., Ltd. (electrical engineers), 34 Whiting St., Artarmon, N.S.W. WTD 2/16/61 on parent company, Australian Electrical Industries Pty., Ltd.

Nucleonic instruments. Rockley Machinery Co. Pty., Ltd. (importer, retailer), 642 Harris St., Ultimo, Sydney. WTD 10/4/61.

Austria

Scientific instruments for clinical, laboratory, industrial use. Exclusive agency. Gibro Ges. mbH (importing distributor, manufacturer's agent), 18/3 Schoenborngasse, Vienna VIII. WTD 3/16/62.

383 Optical Instruments, Lenses

Australia

Gamma spectrometers. Siemens Henley Pty., Ltd. (electrical engineer), 34 Whiting St., Artarmon, N.S.W. WTD 2/16/61 on parent company, Australian Electrical Industries Pty., Ltd.

391 Jewelry, Silverware, Plated Ware

Germany

Medium-priced silver and plated flatwear and articles of sterling silver. Herbert Olschewski (manufacturer's agent), 83 Bismarckstr., Herford/Westfalen. WTD 3/16/62.

394 Toys, Amusements, Sporting Goods

Philippines

Tennis rackets, strings, non-skid tennis shoes, other tennis accessories; golf equipment such as clubs, balls, bags, gloves, accessories. P. Y. Arriola & Sons, Ltd. (importer, retailer, wholesaler, manufacturer), P. Y. Arriola Bldg., Cebu City. WTD 8/9/60.

399 Miscellaneous Manufacturing Industry Products

Germany

Linoleum floor coverings. Trasco, S.A. (manufacturer's agent), Gross Neumarkt 24/26, Hamburg 11. WTD 12/21/61.

441 Deep Sea Foreign Transportation

Sudan

Desires agency for U.S. steamship line running between U.S. and/or Europe and Far East. Hafiz El Sayed El Barbary (importer, exporter, steamship, insurance agent), P.O. Box 37, Port Sudan. WTD 3/15/62.

509 Miscellaneous Wholesaler Products

Spain

Cotton, nylon, and tergal waste. Antonio Ramos V. (representative agent on commission), Bruch 34, 4°. 1ª., Barcelona 10. WTD 3/15/62.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

208 Brandy, Wine, Spirits

France

Bordeaux wines, "Chateaux" bottled, red and white. Also classified table wines in wooden casks. Good to best quality. Large quantities. Direct sales preferred or through agents. J. Chaigneau & Co. (wholesaler, exporter), 76-78 Cours de la Martinique, Bordeaux, Gironde. WTD 3/14/62.

French Bordeaux wine. Direct or through agents. Jean Rooryck (producer), Chateau Labegorce, Margaux-Medoc, Gironde. WTD 10/28/57.

209 Miscellaneous Food Products

Zanzibar, East Africa

Coir fiber, copra, coconut shells, fresh coconuts, pineapples, coffee, cloves, Grade A. Copra FM$_2$, only 15% waste; coconuts, Grade A, 12 in. and 13 in. diameter. Direct or through agents. H. S. M. Ruwehi & Bros. (manufacturer, exporter, wholesaler), Kiponda Rd., P.O. Box 491. WTD 3/15/62.

282 Manmade Fibers

Zanzibar, East Africa

Coir fiber, export quality. Packed in bundles of 400 lb. net, gross 416 lb., 5½ bundles to a ton of 2,240 lb. Direct or through agents. Coir Products, Ltd., (manufacturer), P.O. Box 78. WTD 3/22/62.

283 Pharmaceutical Specialties

Italy

Raw materials for pharmaceutical and zootechnical industry, vitamins, antibiotics. Direct or through sole agency in United States. Pierrel, SpA (producer), Direzione e Uffici, Milano Via Turati 30. WTD 4/13/61. Photographs of plant.★

307 Miscellaneous Plastic Products

Germany

Baby's toilet and nursery articles, feeding bowls, bottles. Atelier 49, E. & F. Jakob GmbH. (manufacturer, importer, exporter), Waldshut, Baden. WTD 3/19/62. Leaflets, price lists.★

Hong Kong

Artificial plastic flowers. First grade. The Plastic Manufacturing Corp., Ltd. (manufacturer), 64B Tong Mi Rd., Kowloon. WTD 2/5/60. Catalogs.★

325 Structural Clay Products

Belgium

Superior insulators for electric fences, for cattle, sheep, horses; products of refractory material, A12 03 & Mg 0, for electro-heating industry; products from porcelain and steatite material for electro-technical industry; thread, guides for textile industry; strainer cores for iron foundries. Intertrading, S.P.R.L. (importer, exporter, wholesaler, sales agent), 30 rue du Tabellion, Brussels. WTD 2/21/62.

342 Hand Tools, Hardware

Spain

Stillson pipe hand wrenches, made of special forged steel; pipe and tube cutting tools, fixed type. First grade steel, about 100,000 units a month. Electrociclos, S. A. (manufacturer, exporter), P.O. Box 114, Prolongación Paseo de Arrate, s/n, Eibar, Guipuzcoa. WTD 12/21/61. Pamphlets.★

353 Construction Machinery

Australia

Mobile hydraulic stacker (5 hundredweight capacity, fork lift), to 6-ft. height. First grade. Direct or through agents. Richmond Engineering Co., Pty., Ltd. (manufacturer), 120 Cremorne St., Richmond E.1, Melbourne. WTD 3/13/62.

Canada

Conveying systems, most kinds, including belt and air, especially for rocket launching stands, radar turn tables. Canadian-Anglo Machinery & Equipment Company, Ltd. (manufacturer), 427 Berry St., Winnipeg 12, Manitoba. WTD 3/16/62.

355 Special Industry Machinery

Netherlands

Filling and closing machine for hard gelatin capsules (semi-automatic); tablet hardness tester machines for micro dos-

Trinidad and Tobago Electricity Commission Calls for Development Program Materials

The Trinidad and Tobago Electricity Commission, a statutory board of the Government of Trinidad and Tobago, 63 Frederick St., Port of Spain, has called for tenders for supply of materials required for its development program.

Tenders 391 to 397, inclusive, call for 30,000 ft. of p.v.c. insulated aluminum conductors, 6,000 socket tongues, 80,000 low-tension insulators, 15,000 mild steel guy hooks, 400 galvanized steel cross arms, 8,000 overhead line dead end clamps, and a 3-phase 12,000/240-120 volt distribution transformer.

Separate envelopes, appropriately identified, must be used for each tender number. Tenders must state the delivery date in number of weeks from the receipt of an official order.

Purchase of materials will be financed by an IBRD loan through local Trinidad banks.

Specifications are available on loan, to firms domiciled in the United States, from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

ing of antibiotics and other special powders. Apparatus built with great care and executed with finest possible finish. Direct or through agents. Technopharm Schiedam, N.V. (manufacturer), 13 Rubenslaan, Schiedam. WTD 3/21/62.

384 Dental Equipment, Supplies

Japan

Dental instruments, scalpels, cartridge syringes, dental and industrial burrs, casting apparatus. Murakami Kenkyujo (Murakami Dental Research Laboratory), (manufacturer, exporter), 889 Nishijin-machi, Fukuoka-shi. WTD 3/9/62.

391 Silver, Plated Ware

Germany

Silver-plated (EPNS—electroplated new silver) flatware and stainless steel flatware. Direct or through agents. Franz Fuerst, Besteckfabrik (manufacturer, exporter), 16 Sonnenstrasse, Solingen. WTD 3/16/62. Pamphlets, price lists.★

Silver-plated tableware, brass silver-plated or chromium-plated candlesticks, hollow ware, either plain or in combination with crystal; coffee and tea sets. Direct or through agents. Hanns Knaebel (manufacturer, exporter), 63-67 Neckarstrasse, Esslingen a. Neckar. WTD 3/22/62.

394 Toys, Dolls

Denmark

Vinyl dolls (trolls). Any quantity. Expoga v/Gunther Elsner (export merchant), 42 Ole Romersgade, Aarhus. WTD 3/20/62. Descriptive material.★

Hong Kong

Toys, electrical and mechanical. First grade. The Plastic Manufacturing Corp., Ltd. (manufacturer), 64B Tong Mi Rd., Kowloon. WTD 2/5/60. Catalogs, price lists.★

396 Handicraft Novelties

India

Indian curios, buffalo horns, rosewood, ivory, other artistic articles. S. Mohandas (manufacturer, exporter), 59C, Main Rd., Trivandrum, S. India. WTD 1/14/56.

399 Miscellaneous Manufacturing Industries

Mexico

Mexican jumping beans in various numbers. Firm has been shipping these beans to U.S. for 40 years. Joaquin Hernández y Cia., S.A. (export, commission merchant), Calle Rosales 45, Alamos, Sonora. WTD 3/20/62.

505 Farm Products, Raw Materials

Rhodesia, Nyasaland

Wet salted crocodile belly skins. Ranging from first to third quality. Approximately 500 every month. R. V. Nayee & Co. (exporter), P.O. Box 181, Livingstone, Northern Rhodesia. WTD 3/15/62.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

John D. Stanners, representing Best & Gee Proprietary, Ltd., 103 York St., Sydney, interested in **pharmaceutical chemical** manufacture; marketing agency, distribution, and marketing advertised proprietary products; export to United States of **veterinary vaccines**; and precision-built top grade Australian **golf clubs.** Apr. 20 via New York for 2 months; c/o American Athletic Club, 7th Ave. and 59th St., New York, N.Y. Itinerary: New York, and Washington, D.C.

R. J. Want, representing J. Want Pty., Ltd., P.O. Box 40, South Grafton, New South Wales, interested in direct purchase of **building equipment** such as **hoists** and **concrete plants.** Apr. 28 via San Francisco for 3 months; c/o Plaza Hotel, Post and Stockton Sts., San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Chicago, New York, Boston, Buffalo, Cleveland, Denver, Seattle, and Portland.

Thomas Joseph Grice, representing A. K. Lever & Co. Pty., Ltd., Axford St., Northgate, Brisbane, interested in plant visit and purchasing **raw materials** for manufacture of **nylon bearings** and **pipings.** Apr. 25 via New York for 3 weeks; c/o Australian Consulate General, New York, N.Y. Itinerary: New York, Cleveland, Manhasset, Charleston, and St. Louis.

H. F. Harris, production manager of Hanro (Aust.) Knitting Mills, Ltd., Bendigo, Victoria, interested in exporting men's and women's **knitted outerwear**; will also appoint agent in New York. May 30-June 10 in New York; c/o Office of Australian Government Senior Trade Commissioner, 636 Fifth Ave., New York 20, N.Y.

Belgium

Paul Robert Rooryck, representing own firm, at 7 rue Pere Beck, Courtrai, interested in acting as representative in Belgium for U.S. manufacturers of **chemicals** used in **textile** industry. Apr. 24 via New York for 3 days; c/o Hotel Tudor, 304 E. 42d St., New York, N.Y. Itinerary: New York.

England

P. A. Russell, representing S. Russell & Sons, Ltd., Bath Lane, Leicester, interested in discussing possibilities of manufacturing, in Great Britain, **machinery** of U.S. design. Apr. 24 via New York for 3 weeks; c/o Statler-Hilton Hotel, New York, N.Y. Itinerary: New York, Memphis, Detroit, and Boston.

K. R. Crellin, representing Bovis, Ltd., Jameson House, 69 Nottinghill Gate, London, W.11, interested in methods of **construction** used in **building** industry in U.S. Mar. 31 via New York for 1 month; c/o N. C. Qualtrough, 190-66 111 Rd., St. Albans 12, Queens County, New York, N.Y. Itinerary: New York and surrounding area.

France

Hugues Chevalier, Claude Chevalier, and Pierre Randelli, representing Etablissements Silbert & Ripert Freres, 30 rue Benedit, Marseille 4, manufacturers and distributors of pharmaceutical products, interested in **pharmaceutical products** and methods of distribution of them in U.S. Apr. 27 via New York for 2 weeks; Park Sheraton Hotel, New York, N.Y.; Sheraton Hotel, Buffalo, N.Y.; Sheraton Cadillac Hotel, Detroit, Mich.; Sheraton Hotel, Chicago, Ill.; Sheraton Cleveland Hotel, Cleveland, Ohio; Sheraton Park Hotel, Washington, D.C. Itinerary: New York, Apr. 26; Buffalo, Apr. 27-28; Detroit, Apr. 29-30; Chicago, May 1-2; Cleveland, May 3; Washington, D.C., May 4-6; New York, May 7-10.

Germany

Peter Herrmann, representing Gebr. Herrmann, 8-10 Gruener Weg., Koeln-Ehrenfeld, interested in **paper material** for manufacture of **desiccant bags**; and spongy foam **plastic material** used for packing purposes. Apr. 9 via New York for 3 weeks; c/o Manhattan Hotel, New York, N.Y. Itinerary: New York, Chicago, Richmond, and Washington, D.C.

Anthony A. Greenborough, European representative for National Retail Furniture Association, and National Association of Furniture Manufacturers, both

(See Visitors, page 664)

Ethiopia Seeks Highway Construction Items

The Government of Ethiopia has issued 14 bid invitations calling for the supply of various types of highway construction equipment.

The 14 invitations, financed by DLF Loan 193, are in addition to 18 other bid invitations (see p. 659) covering highway construction equipment recently issued by the Imperial Highway Authority in Addis Ababa.

Interested U.S. firms may obtain copies of the bid invitations as well as additional information from the Department's Bureau of Public Roads, U.S. Department of Commerce, 1717 H St., NW., Washington 25, D.C.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March.

Alcoholic Beverage Importers and Dealers—Venezuela.
Alcoholic Beverage Manufacturers—Bolivia.
American Firms, Subsidiaries and Affiliates—Netherlands Antilles.
American Firms, Subsidiaries and Affiliates—Norway.
American Firms, Subsidiaries and Affiliates—Portugal.
American Firms, Subsidiaries and Affiliates—Turkey.
Automotive Vehicle and Equipment Importers and Dealers—France.
Boot and Shoe Importers and Dealers—Australia.
Business Firms—Bahamas.
Business Firms—Eritrea.
Business Firms—Gabon Republic.
Cooperage and Container Importers and Dealers—Algeria.
Cooperage and Container Importers and Dealers—Belgium.
Dental Supply Houses—Iraq.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers and Dealers—Haiti.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Venezuela.
Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces Importers and Dealers—Greece.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Venezuela.
Motor Bus Lines and Transport Companies—Guatemala.
Motor Bus Lines and Transport Companies—Mexico.
Motor Bus Lines and Transport Companies—Venezuela.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Pakistan.
Provisions Importers and Dealers—Portugal.
Tobacco and Tobacco Products Importers, Dealers, and Manufacturers—Denmark.

Visitors . . .

(Continued from page 663)

of which are located at 666 Lakeshore Drive, Chicago, Ill. Now visiting U.S. as Special Delegate for Woodworking Machine Section of German Industries Fair in Hannover, and for Cologne International Furniture Fair. U.S. firms interested in exhibiting at these fairs may contact Mr. Greenborough at the Associations in Chicago.

Japan

Kiyomitsu Kawai, president, Naniwa Products Co., Ltd., 57, 3-chome, Tsukamoto cho, Higashiyodogawa Ku, Osaka, interested in meeting with manufacturers of **molding machines** to discuss manufacturing techniques. Mar. 25 via Honolulu for 6 weeks; c/o Marubeni-Iida (America), Inc., Chicago Branch, 1361 Merchandise Mart, Chicago 54, Ill. Itinerary: Honolulu, San Francisco, and Chicago.

Norway

Rolf Bothner, representing Brodrene Bothner A/S, Harstad, interested in purchasing **machinery** for manufacture of **fish sticks**, and importing **groceries.** Apr. 20 via New York for 2 weeks; c/o Norwegian Consulate General, 26 Broadway, New York, N.Y. Itinerary: New York and Boston.

Republic of South Africa

J. A. van Wyk, Jr., representing Karasburg Handelshuis (Pty.), Ltd., Box 2, Karasburg, South West Africa, interested in locating purchasers for **beryllium ore.** Apr. 10 via New York for 2 months; c/o Barclays Bank D.C.O., 120 Broadway, New York, N.Y. Itinerary: New York and Dayton, Ohio.

Paul D. Bates, representing Polymer Industries (Pty.), Ltd., P.O. Box 37, East Rand, Transvaal, interested in obtaining information on new developments of process of **plastic** and **sheet** products. Apr. 18 via New York for 2 weeks; c/o Barclays Bank, 120 Broadway, New York, N.Y. Itinerary: New York and Chicago.

Joe Berzack, representing Berzack Bros., Ltd., 78/80 Darling St., Cape Town, interested in **machinery** for manufacture of **clothing.** Latter part of April via New York for 6 weeks; c/o Anglo African Shipping Co. of New York, Inc., 16 E. 34th St., New York, N.Y. Itinerary: New York, Boston, Chicago, and Buffalo.

NATO Projects in Italy Opened to U.S. Bidders

Two new projects in Italy have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

- The first project, estimated to cost $292,000, calls for repair work of the existing taxiway, taxitracks, and aprons at Villafranca.
- The second, estimated cost not stated, calls for construction of V.L.F. radio transmitting station in Sardinia.

Eligible firms interested in bidding should submit applications, on a prescribed form, before Apr. 18 for the first project, to Ministero Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Studi, 1a Sezione, Rome, referring to project 169; and before Apr. 26 for the second, to Ministero Difesa-Marina, Direzione Generale Genio Militare, Marina, Divisione Amministrativa, Rome, referring to project 76.

Applications should include information on qualifications and experience in works of similar nature.

The prescribed forms are available on request from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program available from that Division.

Tunisia Invites Bids For Power Stations

Bids have been invited by the Government of Tunisia for construction of transformer stations and a transmission line estimated to cost a total of $2.5 million.

Included in the project are five 90 kv./mt. transformer stations at various locations and a 225 kv. high-tension line between the Tunisian cities of Tunis and Sfax. The work reportedly is financed by a loan from the West German Government.

Bids should reach Reseaux D'Electricité et Transports, Comité de Gestion, avenue Habib Bourguiba, Tunis, by May 15 for the transformer stations and June 15 for the transmission line.

Bidding documents, including plans and specifications, in French, are available from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Colombia Raises Prior Deposits For Imports

BOGOTA—Colombia's prior import deposits were increased substantially by the Bank of the Republic, effective April 5.

Initially, goods formerly subject to a prior import deposit of 100% c.i.f. value became subject to a 200% deposit.

The 75% deposit is raised to 180%, the 50% deposit becomes 150%, the 20% deposit becomes 50%, and the 5% deposit is increased to 20%.

This scale of deposits will be in effect until June 30.

Reductions in the deposits are provided in three stages beginning July 1.

During July, the deposits will be 170, 150, 110, 40 and 15%.

In August, the deposits will be 150, 120, 90, 30 and 10%.

Beginning on September 1, the deposits will be 120, 90, 65, 30 and 10%.

This revised schedule of prior deposit requirements was placed in effect to restrict import trade which had increased considerably during February and March, at a time of growing concern by Colombian authorities over the country's balance-of-payments position.

These changes should be noted in the Commerce Department publication, Licensing and Exchange Controls, Colombia, World Trade Information Service report, part 2, No. 59-25, April 1959.

Venezuela Sharply Cuts Controlled Market List

CARACAS—Venezuela has removed all but about 100 tariff classification items from the Controlled Market List, the U.S. Embassy reports.

By decrees effective on April 2, 1962, the Government revised regulations affecting the exchange rates applicable to imports.

Previously, over 1,100 tariff classifications were on the List of Importation on the Controlled Market.

Imported merchandise on this list was eligible for payment at the official rate of exchange (3.35 bolivares to the U.S. dollar).

All other imports were subject to the official free rate of exchange (until recently 4.58 bolivares to the U.S. dollar).

Payments for importation of products on the old list of controlled imports which now have been omitted from the new list can still be made at the 3.35 rate provided:

- Merchandise was "in transit" to Venezuela by April 12, 1962, or;
- Shipment is covered by an irrevocable letter of credit, opened before April 2, 1962.

"In transit," as used above, is unofficially believed to mean that the on board ocean bill of lading is dated by April 12, 1962.

Imports meeting neither of the above two provisions and not contained in the new list must be paid for at the official free rate of exchange (4.54 bolivares to the U.S. dollar as of April 4, 1962) even though the merchandise is covered by a valid import exchange permit previously issued by the Venezuelan Central Bank.

The new List of Importation on the Controlled Market, effective April 2, is as follows:

001-01-01-2 & 001-01-01-3, male and female thoroughbred bovine cattle, except fighting bulls; 011-03-00, fresh, chilled or frozen pork; 022-02-02-1, dried or skimmed dehydrated milk; 025-01-02, fertile eggs; 029-09-03, nutritious milks, dietetic or medicinal; 041-01-00, wheat and spelt, (including rye), unmilled; 043-01-00, barley, unmilled; 045-02-00, oats, unmilled; 048-01-01-1, raw (not roasted or cooked) oats; 048-01-01-2, barley; 053-03-03-1, fruit pulp and pastes of pears, apples, peaches, apricots, plums, without sugar added, not conditioned for retail sales and in containers not holding more than 2½ liters; 054-01-01, seed potatoes; 054-02-01, kidney beans and beans; 054-02-02-4, peas;

081-01-01, alfalfa hay; 081-03-01, oilseed cake and meal of soy; 081-04-01, fish meal; 211-01-04, unspecified hides of cattle, horses, mules and asses; 211-03-00, sheepskins, preserved for transportation; 211-04-00, goatskins, preserved for transportation; 221-02-00, copra; 221-04-01, whole soybeans; 221-09-05, whole sesame seed; 231-01-02, latex, including amonical; 231-01-03, rubber, natural and similar natural gums, n.e.s.; 231-02-00, synthetic rubbers and rubber substitutes; 231-03-00, reclaimed rubber; 251-02-00, mechanical or chemical pulp; 263-01-01 & 263-01-02-1, raw and raw ginned cotton;

266-01-01-1, viscose rayon; 266-01-02-1, polyamides; 266-01-02-3, polyesters; 271-02-00, natural sodium nitrate; 272-06-00, unrefined sulfur; 292-04-05, parts of plants, n.e.s., used for the manufacture of insecticides, fungicides, and similar; 292-05-00, seeds for planting; 412-03-00, cottonseed oil; 412-04-00, peanut oil; 412-05-01-2, edible olive oil, canned for other uses; 413-02-00, hydrogenated oils and fats; 511-04-00, sodium carbonate; 511-09-01-7, lampblack; 511-09-27-3, zinc oxide; 511-09-29-3, other inorganic compounds, n.e.s., for the manufacture of insecticides, fungicides, and similar;

512-09-05-1, acetone; 512-09-10-1, anilines; 512-09-10-5, unspecified anilides, amines, amides, and other nitrogen organic compounds, n.e.s.; 512-09-18-1, other organic compounds, n.e.s.; 531-01-02, other dyes or coloring materials derived from coal tars, artificial dyes for coloring, not prepared for final use; 532-02-04-1, quebracho extract; 532-02-04-2, chestnut wood extract; 532-02-04-9, vegetable tanning extracts, n.e.s.; 532-03-00, synthetic tanning materials and artificial preparations for tanning; 541-01-00, vitamins and preparations exclusive of vitamins; 541-02-00, bacteriological products, serum, vaccines; 541-03-00, penicillin, streptomycin, and other antibiotics; 541-04-01, quinine; 541-04-02, emetine; 541-09-02-2 & 541-09-03-3 & 541-09-04-5, all insulin preparations; 541-09-02-9, human plasma, blood serum medicinal serum;

(See Venezuela, page 668)

Spain Eases Controls on Securities

MADRID—A major liberalization of controls over foreign purchases, sales, and repatriation of proceeds of Spanish stocks and securities became effective on April 15, the U.S. Embassy reports.

The new measures will apply to Spaniards residing abroad, foreigners residing abroad or in Spain, and foreign private corporations.

The securities involved include stocks, of fixed or variable interest rates, issued by Spanish corporations, and debt titles of the Government or other public entities.

Principal, current earnings, capital gains, and other profits realized through transactions covered by the new measures may be freely repatriated in foreign currencies in full and without delay, provided that:

- The stocks were purchased after July 28, 1959;
- The purchases were financed out of foreign exchange negotiable in the Spanish market or convertible pesetas;
- The stocks have already been issued (must be generally available to the public).

The ceiling of 50% of equity capital that may be held by foreigners in common stocks of any one Spanish corporation remains in effect. To exceed this ceiling, as before, special authorization from the Spanish Government is required.

The new measures also provide for abolishing the former obligation to register stock ownership by name.

Substituted for this provision is a requirement to register transactions for statistical purposes. This may be done by the individual purchaser or through his bank.

There will be no need in the future to report the name of the purchaser.

Mexico Expands List of Products Requiring Prior Import Permit

Mexico has added machinery for the textile industry to the list of items requiring a prior import permit from the Ministry of Industry and Commerce.

The import control over stationary motors and parts also has been revised.

Tariff items affected are as follows:

Effective February 19, 1962:

715.01.04 through 715.01.25. Machines and apparatus of any system for the manufacture of artificial or synthetic fibers; machines and apparatus of any system for opening, dispersing, fulling, cleaning, or transporting fibers or cloth wastes used as raw materials in the textile industry; machines and apparatus for carding or combing hard vegetable fibers; machines and apparatus for carding or combing soft vegetable fibers; machines and apparatus for carding or combing animal fibers; machines and apparatus for carding or combing artificial or synthetic fibers of any origin;

Machines and apparatus for manufacturing, by twisting, yarns, threads, or cords, from hard vegetable fibers; same, from tops of soft vegetable fibers; same, from tops of animal fibers; same, from tops of artificial or synthetic fibers of any origin; machines and apparatus for rolling, winding, or coiling fibers, yarns, or threads of any kind, whether for retail sale or for operations in the textile industry; machines and apparatus for sizing, bleaching, dye-fixing, stretching, or similar operations, for yarns of any kind; machines and apparatus for dyeing yarns of any kind;

Machines and apparatus for the manufacture of fabrics from hard vegetable fibers and manufactures thereof; same, from soft vegetable fibers and manufactures thereof; same, from animal fibers and manufactures thereof; same, from artificial or synthetic fibers and manufactures thereof; machines and apparatus for the manufacture of knit fabrics from soft vegetable fibers and manufactures thereof; same, from animal fibers and manufactures thereof; same, from artificial or synthetic fibers and manufactures thereof; machines and apparatus for manufacturing fabrics commercially known as blonde, lace, or tulle, from soft vegetable fibers and manufactures thereof;

Same, from animal fibers and manufactures thereof; same, from artificial or synthetic fibers or manufactures thereof; machines for manufacturing felts from any kind of fiber; machines and apparatus for felting or raising the nap on fabrics of any kind of fiber; machines and apparatus for sizing, desizing, dye-fixing, bleaching, washing, or similarly preparing fabrics of any kind of fiber; machines and apparatus for uniformly dyeing fabrics of any kind of fiber;

Machines and apparatus for stamping, by any process, fabrics of any kind of fiber; machines and apparatus for damping, stretching, or ironing fabrics or cloths of any kind of fiber; machines and apparatus for singeing or scorching of any kind used in the textile industry; machines and apparatus for marking, by any process, products of the textile industry; machines and apparatus for rolling, folding, or packing products of the textile industry.

715.08.16 and 715.08.17. Machines and apparatus for humidifying the atmosphere used in various industries; absorbing machines and apparatus equipped with filters or special purifying attachments used in sanatoriums, various industries, and mining, for purifying the atmosphere, provided they weigh over 50 kilograms, except those covered by classification 714.00.01. (Import control applies exclusively to items covered by this classification intended for the textile industry.)

Effective March 3, 1962:

710.00.99. Motors or motive machines, air, gas, hydraulic or steam, not specified. (Import control applies to stationary internal combustion motors up to 36 hp.)

741.08.99. Separate parts for stationary internal combustion motors, not specified. (The above restrictions on stationary motors and parts replace earlier import restrictions which applied to motors up to 9 hp. and weighing up to 500 kilograms under 710.00.99; motors from 1 to 9 hp. under 710.01.99; and to parts for stationary motors up to 9 hp. and specified parts for stationary motors of 12.5 hp. under classification 741.08.99.)

Price Controls Imposed In Libyan Province

TRIPOLI—Price controls on certain meats, fruits, and vegetables, both imported and locally produced, have been imposed in Tripolitania, Libya.

Canned and frozen food products were excluded, the U.S. Embassy reports.

Tripolitanian authorities reportedly are contemplating additional controls fixing hotel, restaurant, barbershop, and coffeehouse prices.

Copies of the new regulation may be obtained from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Dominica Puts Surtax On Most Trade Items

A customs surtax has been placed on both imports and exports by the Dominica (British West Indies) Government in conjunction with the new budget.

Generally, a surtax of 15% of the duty has been placed upon imports and exports from the Island.

Imports of cigars, cigarettes, tobacco, and alcoholic liquors, however, have been singled out for a higher surtax of 30% of the duty.

Imposition of Surcharge On Imported Machinery Clarified by Argentina

BUENOS AIRES—Argentina has issued a new decree in an effort to further clarify the provisions for applying a 40% surcharge on the c. and f. value of imports of machinery not manufactured locally, the U.S. Embassy reports.

This type of machinery import formerly was admitted free of surcharge.

The new decree, dated March 9, contains the following specific provisions:

Article 1 exempts from surcharge machinery embarked as of January 26, 1962, with destination to Argentine port; or machinery covered by irrevocable documentary credit opened in a local bank prior to January 26, even if the credit should not have been "confirmed."

In either of the two instances the National Customs Administration will authorize the surcharge exemption on its direct responsibility.

Article 2 states that the Ministry of Economy also may authorize surcharge exemption on machinery imported under firm purchase contracts made before January 26, provided that the circumstances of the purchase are reliably proven.

Article 3, with reference to the preceding article, lists as acceptable proofs bank guarantees or credits of local banks; bank guarantees or credits of official organisms of the exporter country; or contracts or agreements of a verifiable date in conformity with Argentine legislation.

Article 4 declares that the exemptions are applicable only if the machinery is identified in a specific form in the supporting documents and only if it was embarked or would be embarked within the period allowed in Decree 904 of January 26, 1962 (FCW, Mar. 5, p. 401).

Article 5 declares that without limitation by other sections of the decree the Ministry of Economy may authorize surcharge exemption of machinery whenever on the basis of other elements of judgement the conditions set forth in Article 2 can be considered fulfilled.

Thailand's peanut production in 1961, provisionally estimated at 181,879 short tons (unshelled basis), was approximately 9% larger than the 166,337 tons produced in 1960, the Foreign Agricultural Service has reported.

South Africa Relaxes Some Import Controls

PRETORIA—The South African Government has announced a second round of import quotas on raw materials and machinery as a result of improved gold and foreign exchange reserves ($439.5 million on March 16) and a need to rebuild depleted stocks of raw materials and other producers' goods, the U.S. Embassy reports.

Manufacturers who import raw materials on their own account will be allowed to build up and maintain a 6-month reserve while allocations for wholesalers importing raw materials will be raised to 75% of their 1960 level; this was the last year in which fairly free importation was allowed.

Importers of consumer goods will get supplementary permits bringing their purchases up to their quota for 1961.

The prospect exists, according to South African business circles, for a third round of consumer goods permits in May or June.

Importers of textile piece goods will get permits raising their level of imports up to 75% of their 1959-60 average while importers of capital equipment will get "adequate facilities" to buy all they need, subject to the availability of local supplies.

Revisions in motor vehicle import licensing regulations are under consideration.

The Government, in announcing its new import quotas on March 13, indicated that present exchange controls would continue in effect.

However, in its budget proposal to Parliament, the Government indicated that the exchange controls soon will undergo slight modifications.

Chile Sets Surtax on Used Goods, Reduces Advance Import Deposit

The Government of Chile has set a 200% c.i.f. surtax on the value of secondhand goods imported into the country, with some exceptions.

Chile also has reduced the import deposit requirements on certain used equipment.

Excepted from the 200% c.i.f. surtax, but subject to all customs duties, and valued for certain purposes as new merchandise, are:

- Capital goods, when importation was authorized by either the Minister of Economy, Development, and Reconstruction, or the Central Bank;
- New merchandise interned in the free zones that is to be nationalized in the rest of the country;
- New merchandise imported under the rule of "temporary admission", when definitely interned;
- Equipment and household goods owned by travelers, including vehicles acquired new before being brought into Chile.

Chile had required a 1,500% advance deposit on all used goods imported, except a few items of heavy-type equipment.

Used heavy-type equipment formerly was subject to advance deposit requirements ranging from 0% to 100% and was valued for customs purposes as new equipment.

Although this type equipment remains valued as new, the deposit requirements under Chile's new import regime, which calls for a prior deposit equal to the prescribed additional surtax (FCW, Feb. 5, p. 215), are considerably lower and range instead from 0% to 5% c.i.f. value.

These new import deposit requirements, and additional surtaxes, in percentages, are:

Section XI. Group 61: Concrete mixers of 16 cu. ft. capacity, 1; equipment for asphalt paving, 1; floating cranes, 1; power shovels, 1; mechanical shovels, 1; drag shovels, 1; road rollers, 1; towed and motorized scrapers, 1; ditchdiggers, 1; rotary printing presses for newspapers, using stereotype molds (a subitem of equipment and machinery for industry), 5; and motor levelers (graders), 1.

Section XII. Group 65: Fishing vessels, 0; merchant vessels, 0; dredges, 1. Group 66: Special low-velocity lorries, with double rear axle and drive on the 3 axles for transporting goods where there are no roads, and others of the same type equipped for laying pipelines, 5; towing trailers with a lowered platform, with capacity greater than 50 tons, with double rear axle and equipped with 16 tires and an 8-tired bogie behind, 5; tracked tractors (bulldozers), 0.1.

This action, decreed on March 5, repealed the rules issued last year (FCW, June 1961, p. 12).

Austria Plans To Lower EFTA Tariff Rates

VIENNA—Austria will reduce tariff rates for imports from EFTA countries by 10%, effective July 1, according to an announcement by the Austrian delegation to the recent meeting of the European Free Trade Area in Geneva.

This latest reduction of internal EFTA tariff rates, the U.S. Embassy reports, was decided by the EFTA council in November 1961 and put into effect by five member countries on March 1, 1962.

At their request, Norway and Austria were given respite until September 1, 1962.

Sugar Consumption Tax Increased by Nicaragua

MANAGUA—Nicaragua has increased the consumption tax on locally produced sugar.

A tax of 10%, instead of 8%, of the prevailing price of centrifugal or refined sugar in Managua on November 1, 1961, now is to be levied on sugar produced in Nicaragua when sold for domestic consumption.

The local sales price has been fixed at the 1961 level for duration of the state of economic emergency.

Argentina Encourages Forestation Investment

BUENOS AIRES—The Argentine Government has declared the development of forest reserves to be of national interest, the U.S. Embassy reports.

Special benefits will be granted companies undertaking to establish timber plantations or otherwise to increase the country's forest resources.

These investment incentives include:

- The waiving of duties and surcharges on imported machinery and equipment used in forestation activities;
- The exemption or reduction of income, excess profits, sales, and other existing taxes.

Moreover, a system is to be set up whereby an amount representing the annual increase in the value of the timber stands of a company will be set apart as a Forest Reserve Fund.

The fund is to be considered as part of the company's assets for the purpose of issuing shares and for other advantages of a financial and tax nature.

Nordic Currency Stabilization Fund To Be Established

OSLO—The central banks of Norway, Denmark, Sweden, Finland, and Iceland have agreed to establish a Nordic currency stabilization fund, the U.S. Embassy reports.

Each central bank except Iceland will have the right to borrow up to the equivalent of $19,300,000 from the other participating central banks for a period of up to 1 year, at a rate based on prevailing interest rates, and in such a manner that the lending bank will neither gain nor lose through the transaction. Iceland may borrow up to the equivalent of $1,930,000.

At the same time, the borrowing bank will set aside the amount due in a blocked account.

The amount borrowed from all participating banks may not exceed the equivalent of $38,600,000 (Iceland—$3,860,000) at any one time and no bank may have more than an amount equal to $19,300,000 in outstanding loans concurrently under the agreement (Iceland—$1,930,000).

Before a participating bank may take advantage of the new plan, its country must already have drawn on its own reserves to a reasonable degree and have withdrawn from the International Monetary Fund one gold tranche and one credit tranche.

Belgium Alters License Tax For Agricultural Imports

BRUSSELS—Belgium has modified the rates for the import license tax on certain agricultural and food products.

A number of rates were reduced, several were increased, and two abolished.

Reduced rates on the following commodities, shown in francs per 100 kilograms, with former rates in parentheses, became effective February 7 (1 Belgian franc=US$0.02):

Rye, 80 (100); barley, 80 (100); oats, 175 (195); forage flours of rye, 96 (120); other rye flours, 133 (166); barley flour, 133 (166); oat flour, 291 (324); groats, semolina, worked grains, and flakes—of rye, 107 (133), of barley, 133 (166), of oats, including oat flakes containing 1% or less of chaff, 336 (374); oat flakes containing more than 1% chaff, 291 (324); malt, whether or not roasted, 106 (132);

Fruit pits and other vegetable products, mainly for human consumption, containing grains or cereal byproducts other than of rice, 40 (68); gingerbread and similar products, 56 (70); grain residues other than of rice, 80 (100); vegetable products for animal feeds containing cereals and derivatives other than of rice, 107 (113); and sweetened forages and animal food preparations containing cereals and derivatives other than rice, 107 (113).

The former rates of the tax (in parentheses) were increased on the following two items as of February 12: Young bullocks, 15 francs per 100 kilograms, live weight (5); and oxen, 15 francs per 100 kilograms, live weight (10).

The rates on fish flour and meal, and on sweetened forages and animal food preparations, both containing fish flour and meal, were abolished on February 1.

The rate on wheat intended for industrial flour mills, to be used in place of domestic denatured wheat, was increased from 5 francs to 20 francs per 100 kilograms on January 31.

The special tax of 120 francs per 100 kilograms was abolished for millet in clusters and unpeeled alpist when intended solely for the feeding of certain birds, effective December 15, 1961.

Bolivia Lowers Import Duty On Rayon, Synthetic Fibers

LA PAZ—Bolivia has reduced the import duties on rayon and synthetic fibers to help rehabilitate the local textile industry.

Tariff classifications for rayon and synthetic fibers, their new duties, in bolivianos per net kilogram and percent ad valorem, with former rates in parenthesis, are as follows (12,000 bolivianos=US$1):

51.01. Yarns of synthetic continuous textile fiber, not packaged for retail sale. No specific duty, 2% ad valorem (no specific duty plus 10% ad valorem);

56.06. Synthetic or artificial discontinuous yarn (synthetic or artificial scraps) for retail sale. No specific duty, 2% ad valorem (6,000 bolivianos plus 15% ad valorem).

Items imported under these two tariff paragraphs are still subject to a consular fee of 6% c.i.f. value and a service charge of 2% c.i.f. value.

However, the former 5% sales tax has been removed.

Dominican Republic Reduces Business License Tax by 50%

The Dominican Republic has reduced by 50% the fees payable for the various classes of business licenses.

Certain classes of pedlars, and rural general stores with small inventories have been exempted from the tax.

Egyptian Duties Replace Previous Import Taxes

CAIRO—The ad volorem duties in the customs tariff of the United Arab Republic (Egypt) supplant the additional customs charges formerly levied, the U.S. Embassy reports.

This information revises the statement previously published that new duties "support" the previous taxes (FCW, Apr. 2, p. 572).

Venezuela . . .

(Continued from page 665)

561-01-04, ammonium sulphate; 561-01-05, urea containing less than 45% nitrogen; 561-01-09, nitrogenous fertilizer and nitrogenated fertilizer product except natural; 561-02-03, superphosphates; 561-03-01, potassium chloride; 561-03-03, potassium sulphate with up to 96% purity; 561-09-01, mixed fertilizers, n.e.s.; 599-01-01-3, cellophane paper, n.e.s.; 599-01-04-2 A & B, artificial thermoplastic resins, cellulose derivatives and powdered mono and polyamidic derivatives; 611-01-01, sole leather, not cut to size; 611-01-02-1 A & B, leather of bovine cattle, including calf, whole or in halves; 611-01-03, sheepskin leather, n.e.s.; 611-01-04, goatskin leather, n.e.s.; 629-01-02-10, valves and their accessories for pneumatic tires and inner tubes;

641-01-01, newsprint up to 50 grams per sq. meter; 641-01-02-1, newsprint up to 60 grams per sq. meter; 641-19-10-3, bleached or semibleached paperboard used for manufacture of dairy or fruit juice containers; 651-2-0, yarn of wool and hair, including horsehair; 651-03-05, common cotton sewing thread, unbleached, not mercerized; 651-04-05, common cotton sewing thread, bleached and mercerized; 651-06-01-1, continuous filament viscose yarns; 651-06-01-4 A & B, continuous filament polyamide yarn; 653-05-02-3, cord fabrics for tire manufacturing; 655-06-01-8, twines for fishing or fishing nets; 655-09-06-11, special cloths of two or more cloths permanently adhered one to another; 651-06-02-1, cut fiber viscose yarns; 681-07-01-1, base metals, printed or lithographed; 681-07-01-9, unspecified tinplate;

684-02-01, unprinted, paperbacked aluminum foil (this believed to be correct; wording in source unclear); 699-12-01-1, ordinary machetes; 699-1202, handtools for artisans; 712-01-01, ploughs; 712-01-03, harrows; 713-01-01-1, complete agricultural tractors not over 4,000 kg. in weight; 716-01-02, water pumps and other pumps for liquids; 716-11-01-9, sewing machines; 716-13-05-2, appliances for atomizing and spraying for agricultural use and for exterminating insects; 892-01-01-2, atlases, books, and pamphlets for instruction, sciences, other handicraft and dictionaries.

German Import Quotas Set on Wheat Bran, Buckwheat, Alfalfa

BONN—The Federal German Government has announced new import quotas for wheat bran, dehulled buckwheat, and dehydrated alfalfa, according to the U.S. Embassy.

The quotas for buckwheat are valid for imports from all countries other than the Soviet bloc.

Alfalfa quotas are open to countries other than those in the former Organization for European Economic Development and the Soviet bloc.

All quotas are open to U.S. suppliers and are for undisclosed quantities.

Applications for import licenses for dehulled buckwheat for human consumption may be submitted to the Foreign Trade Agency until the quota has been distributed, but not later than June 28, 1962.

Customs clearance of the product under this quota is allowed until June 30. Applicable food law regulations must be observed.

Application for import licenses covering dehydrated alfalfa meal may be submitted up to May 23, 1962, and the product may be imported until May 31.

Imports under this quota must have a minimum crude protein content of 16% and a minimum carotin content of 120 milligrams per kilogram.

Licenses for imports of wheat bran may be applied for until April 24, 1962.

Import licenses granted will be valid through April 30.

The value limit under this tender has not been published, but German trade circles believe about 20,000 metric tons will be licensed.

Milling byproducts have been in relatively short supply and high priced during recent months and the German Government has been under pressure from the trade to permit imports.

Honduras Boosts Tourism

TEGUCIGALPA—In an effort to boost tourism, the Honduras Government has established a semi-autonomous Institute for Tourist Development, the U.S. Embassy reports.

Tourist cards, issued through Honduran embassies, legations, and consulates and through travel agents and customs houses for $1.50 (3 lempiras), will be good for 3 months, and may be extended for a like period.

Tourists' automobiles will be allowed duty-free entry and driving permits issued by any of the American republics or Canada will be recognized in Honduras.

Dominican Republic Grants New Foreign Investment Incentives

The Dominican Republic now grants tax incentives for new industries founded with foreign capital which do not endanger the development of existing industries.

Recently enacted legislation stipulates that the industries must be of benefit to the country in providing new jobs and in increasing the entry of foreign exchange and the use of domestic raw materials.

These rules apply only to new investments and do not affect contracts already made. The new rules do not act to restrict any wider exemptions already granted or contained in other laws.

Tax exemptions include remission of:

- All import duties and taxes on new machinery and equipment imported ready to operate;
- All profits taxes or other similar taxes which may be enacted for a period of 3 years, and of half of these taxes for the following 3-year period;
- The business license tax.

All machinery imported under the exemptions may be reexported free of all taxes and duties when the firm is dissolved or when it is shown that the machinery has served its purpose or is about to be replaced.

If the machinery imported under the exemptions is sold in the country, the duties and import taxes must be paid on the original import value, minus 10% per year depreciation.

Used machinery and equipment imported for the purposes described will pay a single tax of 15% ad valorem, which will be refunded if the imports are reexported to their country of origin.

Used machinery and equipment may be sold in the country free of further duties and taxes, except for those which correspond to the value of any replacements which may have been made, when the replacement parts were themselves imported free of duty.

These replacements will be evaluated on the basis of the original import value, minus 10% depreciation per year.

Raw materials and parts which are to be used in a fabrication operation within the country will pay only the import taxes corresponding to the value which the finished product would have for customs purposes; this value will be determined freely by the proper authorities in each case.

Foreign technical personnel can never exceed 20% of the personnel of the firm.

Repatriation of all capital invested which "really" came from abroad is guaranteed, in 10 equal annual installments, counting from the date of a written application, according to the investment law.

The capital may be exported in exchange, machinery, equipment, parts, raw materials, and other similar assets.

Export Guarantee Limits Raised by Norway

OSLO—The Norwegian Storting has unanimously approved the Government's proposal to extend the authority for the Export Guarantee Fund from July 1, 1962 to June 30, 1965, and to raise the guarantee limit from $42.3 to $84.6 million during this period, the U.S. Embassy reports.

Guarantees may be granted in amounts up to 75% of the indebtedness in the case of commercial risks and to 85% where political risks are involved.

Under special circumstances these limits may be raised to 85% and 90%, respectively.

Although the credits generally will be extended for periods up to 18 months, the length of guarantees on durable capital goods may be as long as 3 years.

Italy Decreases Tax Rebate On Some Imported Goods

ROME—Italy has changed the formula for calculating the tax rebate on exported goods which contain materials imported into Italy under temporary import arrangements.

Formerly, in calculating the tax rebate on such exports, only the basic sales tax (IGE) of 3.3% for component materials temporarily imported was deducted from the export rebate applicable to the particular item.

Now, however, a sum equal to the sales tax plus the compensatory import tax (Imposta di Conquaglio) on the imported component materials will be deducted from the export rebate.

Exporters of these goods thus will receive a lower rebate.

A change in the rules for calculating the tax rebate also has been made.

The base valuation on which all tax rebates on exports are to be calculated will be on the factory list price rather than on the export invoice valuation.

U.K. Photographic Product Market Expands; Foreign Trade Grows

LONDON—The market for sales of U.S. photographic products in the United Kingdom is becoming increasingly significant.

Since the end of World War II, the rise in demand for photographic products in the United Kingdom has led to increases in both production and foreign trade, the U.S. Embassy reports.

Before the war the British consumer's taste centered on the box-type camera but now a sizable amateur market has developed for more advanced and sophisticated types of still- and motion-picture equipment.

An even greater market exists, however, for commercial, professional, and scientific photographic equipment and materials—sales of nonamateur items are estimated to be about 60% of total sales of photographic products in the United Kingdom.

No firm figure exists for the value of production for the British photographic industry; a rough estimate for 1961 would be $150-$180 million, with about three-fourths of total production represented by photographic materials (film, plates, and sensitized paper), with the balance comprising still and motion picture cameras and other photographic equipment and accessories.

There were 26 firms in the industry employing 25 persons or more; 16 firms were manufacturers of photographic equipment, and 10 were engaged in the production of materials, according to the Census of Production for 1958.

Trade Rises

British exports of photographic products in 1961 continued to find greater demand abroad, increasing 9.6% over the corresponding period of 1960, according to the latest official figures; meanwhile, British imports of these items increased 17.6%.

U.K. shipments of photographic products abroad were valued at $59.1 million in 1961, up from $53.9 million for the same period of 1960, with imports valued at $54.9 million compared with $46.7 million for 1960.

Lenses, other optical elements for photographic and motion-picture use, and other photographic appliances and parts comprised the leading U.K. export item in 1961 and were valued at $9.5 million, an increase of 44.9% over 1960.

X-ray was the second most important export item, totaling 31,036,000 square feet valued at $8.9 million, an increase of 44.5% in quantity, but a 3.4% decline in value compared with 1960.

Foreign shipments of unexposed motion-picture film, of all types, increased from $8.6 million in 1960 to $9 million in 1961 from the United Kingdom.

Other U.K. export items which recorded increases included: Motion-picture cameras, 50.1%; other cameras, 66.1%; roll film and film packs, 7.5%; and sensitized photographic paper, 6.9%; with increases ranging from 14.5% for motion-picture cameras to 38.5% for all other photographic and motion picture instruments and appliances.

In recent years, Britain's largest suppliers of photographic products have been the Federal Republic of Germany, the United States, Switzerland, France, and Italy.

In 1961, the United States provided about 20% of U.K. imports of photographic materials and 8-10% of cameras and equipment.

Within the terms of the Anglo-Japanese trade agreement concluded in December 1961, British import restrictions on Japanese photographic products were liberalized, and there now is concern over the possibility of larger, competitively-priced shipments of Japanese cameras to the U.K. market (the Japanese quota in 1961 was about $1 million).

● Further details on British exports and imports of photographic products for 1960 and 1961 are available from the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Distribution in United Kingdom

The distribution of photographic equipment in the United Kingdom varies according to type of product:

1. Much of the nonamateur equipment and materials are sold directly to the end-users (large industrial concerns, research bodies, and hospitals) by the U.K. manufacturers, or, in the case of imported goods, by the importer/distributors.

2. Virtually all amateur products, plus a portion of supplies for professional photographers, are sold by the manufacturer or importer/distributor to the retail trade.

There are 40 to 50 distributors of photographic equipment in the United Kingdom—most of these are importer/distributors, but some are strictly wholesalers who distribute on a national basis for their own account or on behalf of a U.K. manufacturer.

In the retail trade, there are about 900 photographic dealers and 17,200 chemist shops (roughly comparable to drug stores), which together handle 90% (65% and 25%, respectively) of the total photographic retail trade. Photographic goods account for only about 3% of chemists' sales and, except for a few related lines, all sales by the photo dealers.

The remainder of sales are by department stores and specialty shops.

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Owing to the variations in import duties, agents' markups, and shipping costs, there is no general formula for deriving the retail price at which U.S.-origin photographic products will sell in the United Kingdom.

From the wholesale price level on, photographic items whether domestically produced or imported are subject to roughly the same degree of increase (i.e., purchase tax and retailer's markup).

The U.K. import agent, who is normally also the distributor to the retail trade, is the logical point of contact for the U.S. exporter working toward the establishment of prices and marketing of products.

Pricing for the U.K. Market

From a given value f.o.b. U.S. port of shipment, there are five basic factors which should be taken into consideration: (1) Shipping costs to the United Kingdom, (2) U.K. import duty, (3) im-

South African Steel Plant To Double Capacity

PRETORIA—The South African Iron & Steel Corp. (ISCOR) has announced a 10-year expansion project to double the capacity of its Vanderbijl Park site, the U.S. Embassy reports.

Contract for a new blast furnace, the largest ever to be built or installed in Africa, has been let to another South African firm (FCW, Apr. 2, p. 544).

With a total output of 1.7 million short tons, ISCOR produced 78% of the steel consumed in South Africa during 1959-60; it plans to continue production at maximum capacity.

South Africa exported 51,940 short tons of steel and steel products in 1960, of which 198 tons entered the United States; imports of steel products from the United States were valued at about $2.3 million (1.7 million rands).

Motion-Picture Theaters Added in Burma; Attendance Increases By 10 Million

RANGOON—Motion-picture theaters in Burma increased by 13 in 1961 and total attendance was estimated at 135 million, compared to 124 million in 1960, the U.S. Embassy reports.

There are now 393 theaters in 229 Burmese towns and cities with a total seating capacity of 348,500.

Of the 403 feature films imported into Burma in 1961, 123 were U.S. productions, 115 Indian and Pakistani, 62 were in the Chinese language, and other films were shipped from the United Kingdom, Japan, France, and Italy.

There were 80 feature films produced in Burma and released during 1961. The typical Burmese film company is small; 53 of the companies produced only one film during the year but one producer completed 4 films.

Some 29 sound stages were in operation during 1961.

Two Burmese features grossed over $31,500 (150,000 kyats) and were the box-office leaders, while 6 other Burmese films grossed between $21,000 to $31,500 (100,000 to 150,000 kyats).

Two Indian films led the imported films with grosses estimated at $21,000 to $23,000 (100,000 to 110,000 kyats).

porter's markup, (4) U.K. purchase tax, and (5) retailer's margin.

Shipping costs.—Shipping costs, of course, vary in accordance with quantity, value, and size of item to be sold, and method of transport.

One British importer of a considerable volume and variety of photographic equipment estimates average shipping costs from the United States at a range of 2-5%.

Import duty.—The U.K. photographic industry is protected by a rather high level of import duties for most categories of equipment.

The rates are ad valorem and based on the c.i.f. values at U.K. port of entry, and, in this respect, U.S. exporters are at a disadvantage in the U.K. market relative to the Commonwealth area and Britain's partners in the European Free Trade Area, but on an equal footing with most other countries.

Britain's entry into the Common Market would, of course, bring about a realignment of U.K. tariff schedules and, among other things, would provide an advantage to the Western European partners over the United States in the British market.

There are no quantitative restrictions on U.K. imports of photographic equipment from the United States.

Importer's markup.—In addition to transportation costs and import duties, imports of photographic equipment are at a further disadvantage relative to domestically-produced items in that the U.K. manufacturer in many instances bypasses the wholesale stage and distributes directly to the retail outlets.

For a considerable volume of the commercial, professional, and scientific photographic equipment, the manufacturer sells directly to the end-user. Importers of photographic equipment are generally also distributors to the retail trade or end-user.

The importer/distributor's markup may range from 20-40%, but it is normally 30-35% of the landed duty-paid value (c.i.f. value at U.K. port of entry plus import duty); in the event the importer is not a distributor, his markup would be less, and a wholesaler would be used; the wholesaler's markup is about 25%.

The product value, plus the markup, represents the wholesale price.

U.K. purchase tax.—Certain categories of photographic equipment sold in the United Kingdom are subject to a purchase tax and this tax is applied regardless of origin and, therefore, does not serve as a deterrent in the U.K. market for U.S.-origin products relative to others.

The tax is based on the wholesale price, i.e., the landed duty-paid value plus importer-distributor's markup; if a wholesaler is used his markup would also be included.

The basic rate, where applicable, is 25% plus a special 10% surcharge on that rate instituted in mid-1961, making a total levy of 27.5%.

Retailer's margin.—The retailer's markup is generally 50% (43% for film), based on the wholesale price before purchase tax.

Thus, in the case of an item with a wholesale price of $100 (subject to a purchase tax of $27.50), the retailer's markup would be $50 and the retail selling price would be $150 plus $27.50 or $177.50.

● Information on U.K. import duties on photographic equipment and materials, as well as a list of photographic equipment subject to the purchase tax, are available from British Commonwealth Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Second Plant in Ireland To Make Sulfuric Acid

DUBLIN—Ireland's second modern contact-process sulfuric-acid plant began operations recently in Dublin.

The new plant utilizes low-cost elemental sulfur from the United States, and has a rated daily capacity of 200 short tons or 70,000 tons a year, the U.S. Embassy reports.

The plant is owned by Sulphac, Ltd., a subsidiary of W. & M. Goulding, Ltd., —Ireland's leading fertilizer producer and distributor—and a U.S. sulfur-producing company.

Estimated cost of the plant is $1.7 million and the U.S. firm's interest is believed to be 33⅓%.

The investment by Sulphac, Ltd., in this, as well as in another recent sulfuric-acid plant in Cork, and the U.S. firm's interest in the facility will enable the United States to increase exports of elemental sulfur in this market.

Imports From U.S. Up

Imports of sulfur from the United States jumped from 7 long tons in 1955 to an estimated 25,818 tons in 1961.

Only a small amount of sulfuric acid is used for industrial purposes in Ireland, as the greater part is used to manufacture superphosphate, reflecting the agricultural nature of the Irish economy.

Since 1958-59, a subsidy has been available to farmers to encourage the use of phosphatic fertilizers for the improvement of grasslands under a 5-year development program. More than £5 million ($14 million) in subsidies have been paid for this purpose so far.

Domestic production of superphosphate in 1960 has been estimated at 250,000 tons but no recent exact figures are available on sulfuric acid or phosphatic fertilizers.

The new acid plant and expanding fertilizer production will also mean self-sufficiency in superphosphate fertilizers and a cutback on imports, which averaged over $2.8 million annually in 1955-60.

Imports of superphosphates into Ireland for the first 9 months of 1961 totaled 11,011 tons, valued at only $745,710.

Import quota restrictions reportedly are being applied to help domestic producers and farmers reach a point of self-sufficiency.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Burmese Investment Leads Cited For Consideration of U.S. Firms

Many opportunities for participation by U.S. companies were pinpointed by the recent U.S. Trade Mission to Burma.

The initial list of leads developed by the Mission (FCW, Apr. 9, pp. 582-92) appears below.

Where additional details are available, names of Burmese firms will be furnished upon request, by code number, to the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Further opportunities will appear in FOREIGN COMMERCE WEEKLY as soon as WTD reports become available.

010 Metal Mining

Joint venture sought to develop copper, manganese, nickel, and chromium mines. Code 62-I0-9.

Importer, exporter, and commission merchant seeks joint venture in mining operations. Detailed study of mines available. Code 62-I0-10.

Wants U.S. firm to develop and operate tin-mining property. Code 62-I0-11.

Desires joint venture to improve mining operation for antimony, tungsten, tin, and lead. Code 62-I0-12.

019 Tea Plantation

Importer and exporter seeks joint venture to grow tea. Survey available. Code 62-I0-10.

109 Antimony Ore Mining

Firm would like to form joint venture to develop antimony mine. Daw On Tin Co., 2224-42d St., Rangoon.

149 Miscellaneous Nonmetallic Mineral

Wants joint venture for jade waste products. Thibaw Commercial Syndicate, Ltd., 151 Lewis St., Rangoon.

221 Woven Fabrics

Cottage industry operated by school interested in joint venture to provide more efficient looms to weave such Burmese national-dress items as shawls and skirts. Kachin State Women's Weaving Association, Headmistress, State Middle School. Myitkyina, Kachin State.

242 Sawmills and Planing Mills

Manufacturer and commission agent (Government agency) interested in joint venture to obtain woodworking and timber extracting equipment. Code 62-I0-35.

243 Plywood and Hardboard

Wholesaler and agent for State timber board wants to manufacture hardboard as joint venture. Thein Nyunt Brothers, 8 Franklin Rd., Rangoon.

Requests joint venture with U.S. firm for partially finished plywood. Code 62-I0-10.

Trading firm wants to set up plant and produce hardboard on joint venture basis. Proposes $100,000 plant using bamboo. Code 62-I0-13.

Importing and manufacturing firm desires joint venture to manufacture strawboard. Code 62-I0-36.

Firm wants to form joint venture to manufacture plywood, floor coverings, and wall board. U Ba Thein & Co., Ltd., 235 Mogal St., Rangoon.

264 Paper and Paperboard

Newly formed paper company seeks joint venture for plant to make 25-30 tons of writing paper daily or to license know-how and technical assistance. Would consider reconditioned, guaranteed papermaking machinery and could supply some capital. Code 62-I0-14.

General merchant firm wishes to install paper and pulp plant as joint venture or on terms with technical assistance included. Wants papermaking machinery for sugar cane pulp and bamboo to make wrapping and low-priced writing paper. Code 62-I0-33.

Importer, wholesaler, and retailer seeks joint venture with manufacturer to process bamboo pulp into kraft paper. Has $25,000 capital of an estimated $50,000 total. Win Company, 151 Lewis St., Rangoon.

281 Chemicals, Industrial Chemicals

Wants license for technical know-how to manufacture soda ash, caustic soda, and sodium silicate. Code 62-I0-29.

Firm seeks joint venture and technical help to make sodium hydroxide, sodium carbonate, sodium bicarbonate, and bleaching substances. Money for plant and equipment available. Code 62-I0-15.

Firm desires joint venture on 50-50 basis to produce caustic soda, soda ash, bicarbonate of soda and sodium silicate. Code 62-I0-37.

282 Polyvinyl Chloride

Manufacturer of plastic products wants joint venture with U.S. firm to start small turn-key plant to polymerize PVC from imported monomers and blow-mold PVC-type compounds. Code 62-I0-32.

Manufacturer desires to establish PVC-resin plant as joint venture or to purchase plant set up on deferred-payment basis. Code 62-I0-38.

283 Drugs, Cosmetics

Would consider joint ventures and/or licensing in pharmaceutical products. Code 62-I0-34.

Seeks to set up manufacture of cosmetics as joint venture. Has capital, is now distributing imported and locally-made pharmaceuticals and cosmetics. Code 62-I0-16.

Firm seeks license from U.S. firm to make cosmetics and wants information on capsule making and filling machinery. Code 62-I0-17.

Desires joint venture to produce cosmetics. Code 62-I0-42.

Firm wishes license to produce antibiotic and analgesic tablets and capsules, with U.S. technical help and trademarks. Code 62-I0-39.

284 Cleaning, Polishing Preparations

Export-import firm desires a license or joint venture to make auto and floor cleaners and polishers. Code 62-I0-40.

285 Paints, Varnishes

Interested in joint venture to manufacture varnish from theetsee (black varnish) tree. Code 62-I0-30.

286 Gum, Wood Chemicals

Desires joint venture with U.S. firm to make dyestuffs or license know-how on payment of low fee plus royalties. Code 62-I0-31.

Firm wishes to produce tanners' extract on joint venture basis, using locally available bark materials, with production rate of 4,000 tons a year. Can invest $25,000 to $50,000. U Thein Maung, 69 Edward St., Rangoon.

287 Agricultural Chemicals

Trading firm with capital to start small industries would consider joint venture and/or licensing arrangement in agricultural insecticides, grain fumigants. Code 62-I0-34.

289 Miscellaneous Chemical Products

Company seeks joint venture to make sulfur-black dye and to license manufacture of saccharin and polyvinyl acetate. Code 62-I0-19.

291 Petroleum Refinery

Wants to establish U.S. contact to set up small refinery as joint venture. Has site, other capital. U Than Tin, 494 Strand Rd., Rangoon.

Importer, with 2-3 oil wells producing 50 barrels daily and old-fashioned refinery, wants portable-drilling equipment and technical aid under joint venture or deferred sale. Standard Oil Co., Ltd., 11/17 Brooking St., Rangoon.

(See Burma, page 674)

West African Group Seeks Survey of Low-Grade Iron-Ore Deposits

Help has been requested from an American firm interested in exploring the possibilities for exploitation of a large low-grade iron deposit in a newly independent West African nation.

A deposit of 500 million tons of ore is estimated which consists of göthite oölites in a mixed sandstone and quartz base, with iron ore in crude form at 43% and 53% when converted from the quartz base.

A commercial process to concentrate the ore to at least 60% is desired.

Transportation is now inadequate but there are good prospects for its improvement if mining becomes feasible.

The project sponsors would welcome representatives of any responsible American firm and would also arrange to ship several tons of ore for experimental purposes.

Send requests to Office of International Investment, 62-I0-45, U.S. Department of Commerce, Washington 25, D.C.

Spanish Chemical Concern Looks For Joint Venture

A manufacturer, wholesaler, and exporter of formic and oxalic acids and of papermaking chemicals wishes a joint venture for production of similar products in Spain.

Is particularly interested in a U. S. investment in the form of machinery and equipment, as well as the licensing of patents and techniques.

Other forms of cooperation will be considered, including participation in management.

Write to Productos Quimicos Iberia, S.A., Bezana, Santander, Spain.

Industrial Filter License Sought by French Concern

A French manufacturer wishes to enter into a licensing arrangement to make all kinds of industrial filters—particularly for motors and air-conditioning equipment.

This established firm specializes in the production and sale of similar items, especially filters for use with motors, air, compressed gases, lubricants, and liquid combustibles.

The company is now building a second plant.

Write to Lautrette & Cie, S.A., 48 rue Vivienne, Paris 2.

British Engineering Firms Ask Licenses For Heavy Industrial Equipment, Tools

Three U.K. engineering firms that manufacture diverse industrial products involving precision metalworking machinery and machine tools; earthmoving equipment, crushing mills, and heavy metalworking machinery; and precision products needed in atomic energy, petroleum, mechanical, aircraft, and shipyard work, want licensing arrangements to produce various patented products.

Brochures or catalogs describing these engineering firms are available, on loan, from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

● A firm of precision and general engineers and machine tool manufacturers seeks a licensing arrangement to make all kinds of precision metalworking machinery; in addition, they have also been doing much machine-tool rebuilding for the automobile industry and are ready to accept machine tool production jobs.

Payments would be on a royalty or cash settlement basis—in exchange for patents, processes and techniques, machinery and equipment, and services.

Company has traveling representatives in the United Kingdom and Europe.

Write to Samuel Hodge & Sons, Ltd., Victor Engineering Works, Rainham, Essex.

● A firm of ship repairers, marine and general engineers, and iron founders, with fully equipped workshops, wishes a licensing arrangement to produce heavy earthmoving equipment, crushing mills, and heavy metalworking machinery.

Cash payments or royalty arrangements are proposed.

Write to R. & H. Green & Silley Weir, Ltd., 18 London St., London, E.C.3.

● A producer of mechanical seals for rotary shafts and lapping machines wants a licensing arrangement to make patented, precision-engineering products for the atomic energy, petroleum, mechanical, aircraft, and shipbuilding industries.

Licenses are also desired on a worldwide basis, exclusive of the United States.

Royalty payments are proposed.

Firm has production facilities in Manchester, England and in Ballymena, Northern Ireland, and its products are used in almost every industry where machinery incorporates rotary shafts and sealing devices to prevent leakages.

Its technical representatives and agents cover all of the United Kingdom, Europe, and Australia, except for the United States where there are associated and subsidiary companies and agents.

Write to Flexibox, Ltd., Nash Rd., Trafford Park, Manchester 17.

Three Manufacturing Plants Suggested in Pakistan

American investors have been invited to participate in the construction and furnishing of three new joint-venture plants in Pakistan. One plant is to make soft drinks or fountain pens, another galvanized iron pipes, and the third, cardboard.

In organizing the joint venture the U.S. participant may bring in a major portion of his capital investment in the form of machinery, equipment, and raw materials for one year, and the amount of this investment may range from $63,000 to $126,000, depending on the nature of the industry chosen.

Local capital of $63,000 is available.

A prospectus is available on request to the Office of International Investment, Code 62-IO-47, U.S. Department of Commerce, Washington 25, D.C.

Factory in Belgium Offered For Sale

A string and cord manufacturing company, now in the process of liquidation, has offered its modern factory and office space for sale to U.S. companies seeking to establish themselves in a Common Market country.

The plant is located in Waasmunster in a newly developing area in the Province of East Flanders which has been receiving Government aid to attract new industries.

The site is located near St. Nicolas-Waas, Hamme, Lokeren, and Zele—an area important for metallic, mechanical, textile, and electrical manufactures.

Illustrative material is available on loan from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Mr. William A. Van Hee, Liquidator, 11 rue Quellin, Antwerp.

Australian Manufacturers Look for U.S. Licenses For Varied Equipment

Three Australian producers wish licensing agreements to manufacture such articles as hydraulic pumps, hoists, and loading, agricultural, and industrial equipment.

● Power Automotive Equipment Pty., Ltd., 25 Higginbotham Rd., Gladesville, Sydney, wishes to expand its present range of hydraulic automotive and agricultural equipment, such as hydraulic pumps, hoists, cylinders, and power takeoffs.

Has own machine shop and sells throughout Australia.

● R. J. Moulang Pty., Ltd., St. Mary's, New South Wales, wishes to produce pneumatic handling and conveying equipment for granulated products, such as flour, starch, and cement, as well as mechanical and pneumatic portable-loading equipment for grain handling.

Equipment includes several 5-ton cranes and a complete machine shop.

Subsidiary firm can handle sales in Australia.

● Walter & Son Pty., Ltd., 132 Parramatta Rd., Auburn, New South Wales, produces industrial tractor equipment and is interested in manufacturing fabricated steel products—cranes, hoists, earthmoving equipment, and agricultural machinery.

Present affiliations preclude manufacture of U.S. trenching machines.

Solely interested in production and has no associated sales facilities.

Mine, Factory Plans Proposed in Ghana

An importing firm in Ghana wants investment and technical assistance to exploit its mining concession which is said to contain deposits of bauxite and siliceous white quartz.

An estimated $1.4 million would be required to mine the quartz and to establish and operate a glass factory.

Monthly production of from 3,000 to 5,000 tons of quartz could be achieved.

The firm suggests a 60-40% stock participation—the present owners would hold the majority shares and a directorship would be assigned to the U.S. investor.

U.S. firms may obtain additional information by writing the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Direct inquiry can be made to Kamebea, Ltd., D84Q/4 Rowe Rd., Granville Ave. Junction, P.O. Box 3437, Accra, Ghana.

Burma . . .

(Continued from page 672)

306 Rubber, Miscellaneous Plastic Products

Seeks joint venture to make cushion material from rubber and coconut fibers. Desires U.S. technicians to install equipment and train local staff. Can supply some capital. Code 62-I0-23.

311 Leather Tanning, Finishing

Manufacturer of raw hides wants U.S. partner for 50-50 joint venture to finish leather for export. Needs matching $200,000 for $30,000 worth of equipment plus working capital. Code 62-I0-24.

326 Pottery, Related Products

Commercial firm seeks joint venture to make porcelain and pottery products. Code 62-I0-18.

World Trade Week, May 20-26: Consult your local Field Office

331 Sheets, Iron and Steel

Importer, wholesaler, retailer, and commission agent seeks joint venture to manufacture galvanized sheets from locally produced steel sheets. Thau Nwe & Co., 182/183 E. Wing, Bogyoke Market, Rangoon.

335 Rolling, Drawing & Extruding of Nonferrous Metals

Firm interested in forming joint venture to make lead sheet for export. Code 62-I0-25.

342 Razor Blades

Wishes joint venture to manufacture 25 million razor blades a year. Will purchase equipment and import technician or preferably obtain some capital assistance. Code 62-I0-26.

342 Vacuum Bottles, Kerosene Lanterns

Firm has about $40,000 to invest in joint venture to assemble and eventually produce vacuum bottles and kerosene lanterns. Code 62-I0-20.

348 Fabricated Wire Products

Firm desires contact with U.S. manufacturers of machinery for metallic yarns and to teach assistants. Code 62-I0-27.

356 General Industrial Equipment

Importer and wholesaler seeks know-how to start manufacturing metal spare parts for industrial and automotive equipment, under license or through joint venture. Code 62-I0-34.

357 Office Machines

Wants joint venture with U.S. manufacturer to start a Burmese typewriter assembly plant. Code 62-I0-28.

367 Electric Components

Joint venture sought by importer, wholesaler and retailer to make electrical components to British specifications. Zin Commercial House, 121-42d St., Rangoon.

394 Sporting, Athletic Goods

Wholesale and retail sporting goods company wants licenses to manufacture sports goods. National Sports & Trading Co., Ltd., 339 Maha Bandoola St., Rangoon.

395 Pens, Pencils

Manufacturing agent wants joint venture to manufacture ballpoint pens. Y. E. I. Dawoodjee, 122 Sparks St., Rangoon.

Firm wants to assemble and manufacture ballpoint pens and pencils on joint venture or license basis, under well-known trademark, if possible. Contact desired with U.S. manufacturers. Code 62-I0-22.

Wishes to establish joint venture with U.S. manufacturer to produce ballpoint pens. Code 62-I0-21.

399 Umbrellas

Importer and manufacturer wants joint venture with U.S. manufacturer to make umbrellas and parts. Code 62-I0-41.

421 Tractor Rental

Trading firm seeks joint venture in setting up group of tractors with operators to form tractor-rental agency. Code 62-I0-10.

613 Agricultural Credit Institution

Importer and wholesaler, as spokesman for agricultural group, wishes to set up bank as joint venture with U.S. bank taking up to half the project. Code 62-I0-46.

701 Hotel, Motel

Tourist agency would like joint venture to develop tourist hotels and other services. BITA (Burma International Tours & Agencies), 695-697 Maha Bandoola St., Rangoon.

753 Automobile Repair Shops

Company wants to establish small joint-venture project to rebuild spark plugs, carburetors, and other auto parts. Has group of capable mechanics but would like guidance and know-how. Code 62-I0-21.

French Plastics Exhibition Wants Experimental Items

The Management of Europlastique, a French plastics exhibition in Paris, is interested in novel plastic objects or models of plastic products in the experimental stage which can be displayed in a special exhibit at the forthcoming Europlastique fair May 19-29.

Europlastique plans to use the Palais des Sports, adjacent to the main exhibition hall, for this special exhibit, and the Management is eager to have a number of U.S. products on display.

Europlastique is looking for two different categories of objects which present new uses for plastic materials:

- Large plastic objects of a spectacular nature; such objects, the Management suggests, might include space exploration equipment, aircraft and automobile bodies, boats, etc.
- Objects in the field of art and decoration.

Europlastique reportedly will take full responsibility for displaying any object sent for this special exhibit, including exhibition costs, and the U.S. firm or organization lending the item will be responsible for shipping charges in both directions.

Europlastique would give full recognition to the U.S. lender.

A description of any object offered for this exhibit, together with photos or drawings if possible, should be submitted to the Management for Europlastique approval before the item is shipped. The address is 10 rue du Mont Thabor, Paris.

U.S. Food-Processing Industry Invited To Sell at Trade Fairs

The U.S. food-processing industry has been invited to place its products on sale in U.S. Government food exhibits at leading European trade fairs this year and to join in a program to increase export sales of processed and packaged foods.

The "test-selling" food exhibits, sponsored by the Department of Agriculture, have been successful on an experimental scale in the past 2 years at food fairs in England, France, and the Federal Republic of Germany.

The first of these fairs to be held this year will be the Manchester Grocers Exhibition at Manchester, England, May 8-19. Others will be at London, England, August 28-September 12; Munich, Germany, September 21-30; and Brussels, Belgium, October 20-November 4.

At the U.S. Food Fair in Hamburg, Germany, last fall, demand for packaged, precooked, and frozen foods was the heaviest yet experienced.

In addition to a "superette" stocked with American convenience foods, the Hamburg Fair featured commercial exhibits by German firms handling U.S. products.

These exhibitors estimated that wholesale orders taken at the fair for future delivery amounted to nearly $250,000, and Hamburg merchants plan a follow-up promotion of U.S. foods this spring.

Display Space Free

Participation in the 1962 food exhibits is open to all U.S. food processors whose products originate in the United States. There will be no charge for display space, but the processor will be responsible for delivery of his products to the exhibit at his own expense.

For the Manchester Grocers Exhibition, the Department of Agriculture is preparing a market promotion exhibit to occupy about 23,000 square feet of floor space, much of which will be devoted to a self-service market where food items furnished by American processors will be sold.

In addition to the self-service sales area, the exhibit will include displays and kitchen and demonstration areas for major U.S. agricultural export commodities arranged in cooperation with trade and producer organizations.

The exhibit will also include a trade lounge and a program of promotional events designed to bring together U.S. businessmen and British food wholesalers, chain store buyers, and other trade representatives.

The Manchester Grocers Exhibition, northern England's top grocery and provision show, is arranged by the trade and brings in distributors and chain store buyers from all over the British Isles.

Manchester is the hub of a metropolitan area containing nearly 2,500,000 people and 750,000 households.

U.S. food processors can obtain details about the 1962 program by writing to the Grocery Manufacturers of America, Inc., 205 East 42d Street, New York 17, N.Y., which is coordinating arrangements as a service to the Department of Agriculture.

Ottawa To Host Nuclear Energy Show

OTTAWA—A nuclear exhibition will be held in conjunction with the Canadian Nuclear Association Conference on Heavy Water Reactors here May 28-30.

Both events will be international in character, with delegates, speakers, and exhibitors from North America and overseas.

Exhibit space will be allocated to manufacturers and suppliers of products, materials, and services in the nuclear energy field.

The Exhibition, combined with a program of technical and management papers and panel discussions, should result in wide dissemination of valuable technical information and the stimulation of trade in the nuclear field.

In recognition of the increasing prominence which heavy water reactors have gained in recent years, conference discussions and papers will highlight that segment of the industry.

The importance of radioisotopes for industrial uses will also be highlighted in the program.

Brochures describing the Canadian Nuclear Exhibition are available from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Space Age Industries Show Scheduled in San Francisco

The Western Space Age Industries and Engineering Exposition will be held April 25-29 in the San Francisco Cow Palace.

Information for manufacturing and research firms wanting to increase their domestic and international business and learn of government and subcontract procurement opportunities will highlight the show.

The Exposition, intended to strengthen further the West's productive potential, is being sponsored by the State Governors, economic development agencies, and major business and professional groups of the 13 western states in cooperation with Federal agencies.

For details, contact G. L. Fox, General Manager, San Francisco Chamber of Commerce, 333 Pine St., San Francisco 4, Calif.

Paris International Textile Show Set

The Fourth International Textile Show, to be held in Paris June 24-28, presents an opportunity for U.S. firms interested in the European market to show their products, find dealers, view their competitors' products and marketing techniques, and increase their sales in Europe. This is the second year foreign visitors have participated.

The show, sponsored by the Association of French Textile Manufacturers, is well known in Europe as a marketing instrument.

U.S. firms utilizing provocative displays and aggressive sales teams may expand sales to an increasingly important market at a relatively moderate expense.

Carpets, to be shown in stands especially designed for that purpose, will be displayed for the first time this year.

Other categories will include spun yarns of natural or synthetic staple fibers, sewing threads, fabrics and cloths, household linen, hosiery and knitwear, blankets, felt squares, scarves, ribbons, lace, net, and embroidery.

Raw materials, unprocessed manmade fibers and filaments, and products of the clothing industry are excluded.

Last year's show was visited by some 9,000 people, of whom 8,405 reportedly were buyers and the remainder specially invited government officials or industry representatives. There were 249 exhibitors from 12 countries, including the United States.

Although sales figures are unavailable, last year's show is considered to have been a success. Sales interest ran high.

Further information may be obtained from the Fair managment at 4e Marche Textile International, 10 rue d'Anjou, Paris 8e, France.

Women's Wear Show Scheduled in Paris

PARIS—The third International Show of Women's Ready-to-Wear Apparel will be held here May 14-27.

U.S. manufacturers interested in locating distributors or agents, particularly for the French market, have been invited to consider participating.

Admission to the second Show of Women's Ready-to-Wear Apparel, held last November was restricted to the trade. It attracted 7,000 buyers, 468 of whom were from other countries.

There were 128 exhibitors, mostly French.

Although there was no direct U.S. participation, two French firms featured fabric of U.S. origin used in their French manufactured ready-to-wear items.

Additional information and detailed exhibit data may be obtained from the International Show of Women's Ready-to-Wear Apparel, 35 rue Etienne-Marcel, Paris, France.

Important Irish Exhibit Planned in Dublin

The U.S. Embassy will operate a Trade Information Center (TIC) at the 1962 Dublin Spring Show May 1-5, the most important commercial fair in Ireland.

The Trade Information Center will be the focal point of U.S. participation in the Show, displaying the commercial literature of interested U.S. firms, exhibiting 16mm. films on American industry, and directing interested buyers to the exhibits of U.S. products.

Any U.S. firm may take this opportunity to promote its product in the Irish market by sending multiple copies of its descriptive literature, price lists, brochures, and house organs to the U.S. Embassy, Dublin.

These materials will be exhibited at the Center, and distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent to the Embassy in Dublin without delay. They should be addressed to the attention of the Commercial Officer and marked internally "For Use At The Dublin Spring Show."

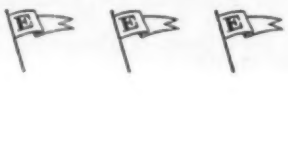
Trade Information Center Planned at Brussels Fair

BRUSSELS—The U.S. Embassy will operate a Trade Information Center at the 35th Brussels International Fair here April 28-May 9.

This should offer an excellent opportunity for U.S. manufacturers and exporters to establish a market or expand sales of their products in Belgium.

U.S. firms wishing to market in Belgium should furnish the Embassy with complete details, including type of arrangement desired.

U.S. exhibitors and business visitors have been invited to register at the Trade Information Center.



Oil Industry Equipment To Be Shown in Frankfurt At Petroleum Congress

Oil industry equipment will be exhibited in Frankfurt, Germany, June 19-26, in conjunction with the 6th World Petroleum Congress.

The show, called the Inter-Oil Exhibition, should be a useful display medium for U.S. manufacturers of machinery, equipment, instruments, materials, etc., used in the petroleum industry, as the Congress is expected to attract engineers from many countries.

Exhibit categories will include:

Mineral oil and natural gas prospecting and exploration; mineral oil and natural gas drilling and extraction; mineral oil and natural gas processing, including production of raw materials for petrochemistry; mineral oil and natural gas utilization; transportation, distribution and storage of mineral oil and natural gas; control and automation engineering in the mineral oil industry; laboratory techniques in the mineral oil industry; accident prevention and industrial safety; and literature and documentation.

Applications for exhibiting are available from the Trade Fairs and Exhibitions Section, Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. Deadline for space applications is June 1.

International Hospital Exhibit To Take Place in Cologne

DUESSELDORF—The 1962 Cologne International Hospital Exhibition, to be held May 9-12 in conjunction with the third German Hospitals Convention, will contain exhibits of 470 firms from Germany and abroad, and will cover a display area of about 12 acres.

The Trade Information Center (TIC), which will be operated at the fair by the U.S. Consulate General here, is expected to present an ideal opportunity for U.S. manufacturers and exporters of hospital equipment to establish a market or expand sales of their products in Western Europe.

U.S. exhibitors and business visitors are invited to register at the Center.

World Trade Week, May 20-26: Consult your local Field Office

Port Expansion Speed-Up Planned in German City

The city of Bremen is expected to speed up the port construction currently underway on the west bank of the Weser River.

There are indications that by the end of 1964 the city will place into service the entire length (4,500 feet) of the western half of port basin II, and thus complete this part of the comprehensive port construction program 1 to 2 years ahead of the original schedule.

The city hopes that by the end of 1964 three of the local leading shipping companies (United States Lines, Hansa Line, and Norddeutscher Lloyd) will have built their own storage and cargo handling facilities alongside this basin.

Bremen is now negotiating with one of West Germany's leading manufacturers of electrical equipment, Siemens, for establishment of a cable factory in the new port area, located approximately at the juncture of port basins I and V.

If this plan materializes, the city will not build basin V; and as a result more land will become available at an earlier date for establishment of new industries in the western part of the port area.

The city planners have earmarked additional land on both sides of the Weser River for port construction and industrial development. Although only part of this land is now owned by Bremen, the city expects to purchase additional lots in the near future.

Bremen is prepared to accommodate potential industrial investors in these areas, but no details concerning the financial aspects of such arrangements have yet been worked out.

3 Latin American Nations To Improve Public Works

Three Latin American countries, with Inter-American Development Bank assistance totaling over $40 million, plan to expand and improve water supply and sewerage facilities.

Ecuador will improve the sewer system of its capital, Quito; Guatemala plans to undertake 51 water supply and 31 sewer projects in various towns; and Brazil will improve and expand the water supply and sewerage systems of Rio de Janeiro.

The IADB loans are all taken from the Social Progress Trust Fund.

The Fund, which the Bank administers, consists of $394 million of the $500 million which the United States established last year to promote social development in Latin America as part of the Alliance for Progress program.

● The project in Quito is expected to improve the health of the city's 350,000 inhabitants and reduce its mortality rate, one of the highest in Latin America.

More than 90 miles of new piping will be laid, and traps, collectors, and inspection wells will be installed.

The project will extend sewer service to most of the urban population and will bring such service for the first time to another 20,000 people in adjacent rural areas.

The IADB loan of $3 million will finance approximately 50 percent of the construction costs of new primary and secondary sewers as well as the repair of others in the city; it will also help cover the cost of introduction of sewer service in 15 outlying rural districts.

Borrower is the Municipalidad de Quito. Up to $350,000 of the loan will be used for foreign exchange costs and the rest for local costs.

Completion is expected within 2 years. Further improvement and extension work will be undertaken by the city government over a period of 8 years.

● The new water installations in Guatemala will bring potable water service to 82,000 people.

The sewer systems will bring sanitary service to 120,000 people.

Priority will be given to water supply installations; sewer systems will be built only in those towns already having potable water service.

The IADB loan totals $3.5 million. Borrower is the Banco de Guatemala.

The program will be administered by the Instituto de Fomento Municipal of Guatemala, an autonomous body which provides municipalities with technical assistance and financing for public works.

The project will be carried out by the Departamento de Aguas y Drenajes, an agency of the Ministry of Public Works,

(See Public Works, page 679)

Brazil Plans To Expand Northeast Facilities

Brazil is also planning to improve and expand the water supply and sewer facilities in six northeastern cities.

The cities are Recife, Maceió, Natal, Sao Luiz, Terezina, and Campina Grande.

The Inter-American Development Bank will extend a credit of $12,978,000 from the Social Progress Trust Fund to help finance the works.

Announcement of the loan came last week after IADB President, Felipe Herrera, met with Brazilian President Joao Goulart in Washington.

Mr. Herrera said the Bank is also actively studying more than two dozen loan requests from Brazil, related to projects in economic and social development fields.

Gabon To Increase Generating Capacity

LIBREVILLE—A 1,200-kilowatt diesel-electric generating unit, put into service here recently, raises this capital city's generating capacity to 3,200 kilowatts, all diesel driven.

The capacity will be increased further, according to the Compagnie Centrale de Distribution d'Energie Electrique (CCDEE), which supplies Libreville with electric service.

CCDEE also announced that it is prepared to assist the Government in providing electrical facilities at the nearby Port of Owendo.

Extension of the Port is anticipated for the shipment of iron ore from the Belinga deposits.

The use of electrical power in Gabon has increased 5.8 times in the past 6 years; there will be an estimated annual increase of 20 percent in the demand for electrical power for at least the next 15 years if the planned development occurs.

To prepare for these growing needs, the Government has had a study undertaken for construction of a 20,000-kilowatt hydroelectric station at the Kinguele Falls, 60 miles east of Libreville.

Other Projects Planned

Several other projects will be undertaken in the near future. The public electric facilities in Lambarene will be enlarged, and public power and water supplies will soon be installed in the town of Moanda, site of the COMILOG manganese mine, and in the northern towns of Bitam and Oyem.

Studies will be made by the CCDEE toward increasing the water supply facilities at Libreville.

The CCDEE presently provides the city's water from nearby wells, but water rationing is necessary in the dry season months of July, August, and September.

Peruvian Government To Expand Water, Sewerage System in Lima

The Peruvian Government, assisted by the Agency for International Development (AID) and the Export-Import Bank of Washington, plans to improve and expand the water and sewerage system of its capital city, Lima.

Using its own funds and technical personnel, the Government already has begun surveys and a limited amount of construction work on the program.

These works will tie into the major project receiving assistance from AID and Eximbank.

An AID credit of $8.6 million will help meet the local costs of improving the system. A companion Eximbank loan of $6.5 million has been made for purchases of U.S. services and equipment.

The credits were made to further the objectives of the Alliance for Progress.

Funds loaned by the two agencies will be administered by the Peruvian National Corporation of Sanitary Works which is in the process of being established.

The Government of Peru is financing 20 percent of the estimated total cost of the project from its own resources.

Lima's presently inadequate water system will be expanded to the point where it can serve the 2 million population anticipated for 1975.

The construction job calls for the laying of 600 miles of water-distribution mains ranging in size from 10 to 72 inches, and more than 25 miles of sewer pipe ranging from 20 to 94 inches.

Also planned is the installation of 134 gate valves, 275 hydrants, 3 concrete reservoirs, one elevated storage tank, and 87,000 house meters.

The present water system has not been enlarged since 1920, when Lima's population was about 250,000, and the per-capita consumption was only about half what it is now. Pressure in the mains is low, and less than a quarter of the service is metered.

The project is the result of a study by a commission made up of representatives from several Peruvian public agencies; it was reviewed by a U.S. firm, Rader and Associates of Miami, Fla., who also prepared a feasibility study and preliminary cost estimates.

A U.S. engineering firm will be engaged to prepare final plans and specifications, review bids, assist with the award of contracts, and supervise construction.

One prime construction contract is expected to be awarded for the entire project, with bidding open to both Peruvian and U.S. firms.

Since Lima contains much of Peru's total economic and industrial enterprise, improvements in its water and sanitation are considered vital to national growth and well-being.

Iran Receives Assistance For Highway Project

Iran's Plan Organization has been extended two AID loans totaling $20 million to help that country carry forward its economic development programs.

A $6 million loan will help finance completion of certain parts of a new highway linking the Persian Gulf with the Caspian Sea.

Road segments involved in the AID loan are parts of a 1,500-mile roadbuilding program aimed at improving trade and communications throughout the country.

The second loan, of $14 million, is being made from AID's contingency funds and will be used to help the Plan Organization meet its cash needs for the balance of its second 7-year economic development program scheduled to end in September.

Bolivia Plans Improvement Of Railroad Management

Bolivia, with a $2 million Alliance for Progress grant, plans to improve its railroad management and operations.

Teodoro Moscoso, Alliance Coordinator, said $700,000 of the grant will finance a private management team which will operate the western Bolivian rail system for 2 years.

The United States also agreed to finance rail equipment and fuel valued at $1.3 million. The British Government will provide equipment valued at $750,000.

A land-locked country, Bolivia depends primarily upon railroads to import food from ports in Chile and Peru and to export tin, tungsten, and antimony westward to the ports.

Bolivia exports 20,000 tons of tin a year with a value of some $50 million —80% of the country's foreign exchange.

The Agency for International Development (AID), the Federal Republic of Germany, and the Inter-American Development Bank are participating in an assistance program to help refurbish COMIBOL, the nationalized Bolivian tin mine organization which accounts for three-fourths of Bolivian tin production.

The COMIBOL project may cost up to $37.5 million; AID officials said recently the rail system is vital to the program's success.

All-Weather Highway Planned in Swaziland

Swaziland plans to build an all-weather 112-mile highway which will facilitate external trade and stimulate the country's economic growth.

The International Development Association (IDA) recently extended a development credit equivalent to $2.8 million for the project.

The highway will run from the border of the Republic of South Africa on the west to the Mozambique border on the east.

It will link Swaziland's largest towns, in which trade, industry, and governmental services are concentrated, with the most productive agricultural, forestry, and mineral areas. It will also open new lands to cultivation.

Swaziland has some 1,150 miles of roads, none of which, except for one section, are paved.

A road construction program has been underway since 1958 to improve road standards and to pave the main trunk roads.

The most important of these trunk roads is the 112-mile road which the IDA credit will assist.

It will be a two-lane highway, and will be paved over the part carrying the heaviest traffic—a distance of 70 miles from the South African border; the remainder will be surfaced with gravel.

A high bridge will be built across the Black Umbuluzi River near Nokwane to replace a dangerous causeway which is impassable for long periods during the wet season.

The Public Works Department, assisted by consulting engineers, will execute the project.

Bulk of the construction work will be carried out under contracts awarded on the basis of international competitive bidding.

Work is already underway on some sections, and all of it is scheduled for completion in March 1964.

Total estimated cost is the equivalent of $4.2 million.

Brazil Urged To Give Highest Priority To Projects in Central-Southern Area

RIO DE JANEIRO—Brazil must give the highest priority in the next 4 years to completion of extensive power projects now being built in its central-southern region and to construction of interconnecting transmission lines in that area.

Otherwise, the region will face a power shortage, according to a study group recently set up to make recommendations regarding the initial operation of Eletrobras, a government electric utility agency created last year but not yet organized.

As part of its work, the group will make a survey of electric power generating and distribution requirements of the country. The above recommendation was contained in a preliminary report.

For the State of Guanabara in particular, the report recommends construction on an emergency basis of a transmission line from Guarulhos to Sao Jose dos Campos in Sao Paulo State.

The line would permit additional supply of electricity to Rio de Janeiro from 1962 to 1964 from the Cubatao hydroelectric station near Santos.

New Powerplants Needed

To supply the power needs of this area from 1967 on, Brazil will have to begin construction of new powerplants with a total capacity of 2.2 million kilowatts by 1965, the report states.

First priority is recommended for construction of plants on already regulated rivers such as the Grande, Paranapanema, Tiete, Paraiba, and Sao Francisco.

Estimated total investment necessary for this construction in the 1961-70 period is the equivalent of $2.2 billion.

Public Works . . .

(Continued from page 677)

and by the Servicio de Salúd Pública, an agency of the Ministry of Public Health.

It is scheduled for completion within 2½ years.

● The water supply and sewerage system projects planned for Rio de Janeiro will particularly benefit the city's lowest income groups.

The water supply project consists of:

1. Construction of more than two-thirds of the length of the Guandú tunneling aqueduct system which will pierce the central mountains of Guanabara State and increase the city's water supply by 44 percent within 3 years.

2. Improvement of the water distribution system including the installation of 200,000 additional water meters.

The sewerage system projects will include:

1. Construction of sewage services for the Timbó, Faría, and Iraya basins and the Ilha do Governador—low-income areas presently without such service.

2. Construction of treatment plants for the above areas.

3. Construction of an oceanic interception for the Gloria-Botafogo section of the city. The areas to be benefited here consist of low-income residential districts in the northern part with total population close to 380,000.

IADB loans for the projects total the equivalent of $35 million.

A loan of $12.5 million from the Fund will help finance the water supply project; an $11 million credit from the Bank's Fund for Special Operations has also been approved for this program.

A credit of $11 million will come from the Fund for the sewage system expansion works.

Borrower of all three loans is the Banco do Estado da Guanabara, S.A., of Brazil.

All of the funds, however, will be utilized by the Superintendencia de Urbanizacao y Saneamiento (SURSAN), an autonomous agency of the State of Guanabara, which is carrying out the projects.

Japan To Construct Submarine Cable

TOKYO—Construction of a proposed submarine cable network which would link Japan with several Southeast Asian countries is now scheduled to begin in the summer of 1964.

The network, to form part of a future worldwide net, will link Tokyo with Taipei, Manila, Saigon, Bangkok, Singapore, and Djakarta, with an extension to Hong Kong.

It will be 6,035 miles long and will cost a total of $83.3 million.

The Ministry of Posts and Telecommunications of Japan has been working since 1959 on the plan.

The Ministry plans to hold a meeting in Tokyo late this month of the government telecommunications authorities of the countries concerned.

Preliminary discussions have been held and general agreement in principle has been received from those countries.

3 Taiwan Areas To Have Improved Phone Service

The Republic of China plans to improve the telephone service in the three largest commercial and industrial centers in Taiwan.

A $5.2 million U.S. Government loan from the Agency for International Development will assist the project. The loan will be repaid in U.S. dollars.

The three developing areas are around Taipei, Taichung, and Kaohsiung.

Here the Taiwan Telecommunication Administration will install 41,500 terminals of automatic equipment in 17 exchanges.

Manual service at 11 of these exchanges will be converted to dial operation and expanded; five existing automatic exchanges will be expanded, and one new exchange will be established.

The project also includes the provision of power supply equipment, outside cable and wire facilities, telephone sets, switchboards, message meters, air-conditioning equipment, and related equipment and services, some of which can be procured in Taiwan with TTA's own funds.

The use of telephones is now restricted, and virtually no new applications for service are being accepted.

The need for improvement is especially great in the three industrial areas where a more effective communications system will enable industry to better meet the country's market and business demands.

The expansion project is designed to meet commercial and business needs rather than those of household subscribers.

Engineering for the project will be done primarily by TTA, which planned and completed earlier projects with little outside technical assistance.

All AID funds will be used for procurement within the United States.

Although some new project equipment will have to be operated in conjunction with existing non-U.S. equipment, and will have to be obtained outside the United States, such equipment will be procured with non-U.S. funds.

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Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

April

16.—World Trade Seminar, Pittsfield, Mass. Sponsors: League of Women Voters, Pittsfield. Commerce speaker: James R. MacLean, Boston Field Office.

17.—Athletic Goods Manufacturers Association, annual meeting. Commodore Hotel, New York City. Commerce speaker: Aaron Rosenthal, Business and Defense Services Administration.

17.—Foreign Traders Association of Philadelphia monthly meeting, Philadelphia, Pa. Subject: Trade and Investment in Latin America.

17.—Monthly dinner meeting, Cedar Rapids Chamber of Commerce, Cedar Rapids, Iowa. Speaker: Anthony J. Buchar, Chicago Field Office.

18-20.—International Congress of the International Advertising Association. Chicago, Ill.

19.—Annual meeting, Minnesota Employers Association, Minneapolis, Minn. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

19.—Export Trade Clinic, Newark, N.J. Sponsor: New Jersey State Chamber of Commerce.

23.—Luncheon meeting, Foreign Trade Bureau of the Cedar Rapids Chamber of Commerce, Hotel Sheraton-Montrose, Cedar Rapids, Iowa. Speaker: Congressman James E. Bromwell. Subject: The Trade Extension Act of 1962.

23.—World Trade Clinic, Heidelberg College, Tiffin, Ohio. Commerce speaker: Walter Buchdahl, Bureau of International Programs.

24.—Export Clinic (6th), Federal Building, Phoenix, Ariz. Sponsor: Arizona Regional Export Expansion Council. Subject: The Function of the Export Representative.

24.—Monthly dinner meeting. Fort Worth Export-Import Club. Worth Hotel, Ft. Worth, Tex.

24-25.—American Management Association Seminar, The Available Export Markets for Profit. Statler-Hilton Hotel, Cleveland, Ohio.

24-25.—World Trade Forum, League of Women Voters, Lorain, Ohio.★

25.—Export Trade Clinic, Syracuse, New York.

25.—Space Age Industries and Engineering Exposition and Conference, Cow Palace, San Francisco, Calif.★

25.—World Trade Club of St. Louis annual Port of New Orleans Night, Le Chateau, Clayton, Mo.

25-28.—Florida State Industrial Exposition, Exposition Park, Orlando, Fla. Sponsor: Florida Development Commission. Theme: Florida's Industry Tells-Sells the World.

25-29.—Western Space Age Industries and Engineering Exposition, Cow Palace, San Francisco, Calif.★

26.—Export Trade Clinic, Greenville, S.C. Sponsor: Greenville Chamber of Commerce.

26.—World Trade Conference on Exports, Scranton, Pa. Sponsor: Scranton Chamber of Commerce.

26.—World Trade Seminar, Michigan World Trade Club, South Bend, Ind. Sponsors: U.S. Department of Commerce, Small Business Administration.

27.—Conference on Exports, Jackson, Miss. Sponsors: Mississippi Technological and Research Commission, Mississippi State Chamber of Commerce, Jackson Chamber of Commerce, Mississippi Regional Export Expansion Council.

27.—Export Promotion Conference, St. Louis, Mo. Sponsor: St. Louis Bar Association.

27.—Export Trade Clinic, Spartanburg, S.C. Sponsor: Spartanburg Chamber of Commerce.

28.—Annual meeting, Florida Wholesalers Association, Tampa, Fla. Commerce speaker: Patten D. Allen, Bureau of International Programs.

30.—Annual convention, Empire State Association, Utica, New York. Commerce speaker: Benjamin Kaplan, Business and Defense Services, Administration.

30.—Tri Cities Trade Conference, Charter House Inn, Buffalo, N.Y. Sponsors: Buffalo World Trade Association, Rochester World Affairs Council, Syracuse World Trade Association. Speaker: Senator Jacob Javits. Subject: Trade Expansion Act of 1962.

May

1.—Affiliated Advertising Agencies Network Convention, Richmond, Va. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

1.—Export Trade Seminar, administrative management course, Robert Morris School, Pittsburgh, Pa. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

1.—Institute on International Trade, Monticello, Ill. Sponsors: Illinois Manufacturers Association, University of Illinois, Illinois Regional Export Expansion Council.

3-4.—Western International Trade Group meeting. Seattle, Wash. Commerce participants: Office of the Assistant Secretary for International Affairs; Bureau of International Business Operations; Bureau of International Programs.

6-12.—World Trade Week celebration, New Orleans, La. Sponsor: Foreign Trade Committee, Chamber of Commerce of New Orleans area; Louisiana-Mississippi Regional Export Expansion Council. Chairman, Edwin A. Leland, Jr., New Orleans Field Office; Aaron Mintz, Regional Export Expansion Council.

7-11.—International Foundry Congress and 66th American Castings Congress and Exposition, Cobo Hall, Detroit, Mich.★

8.—World Trade Clinic, Claypool Hotel, Indianapolis, Ind. Sponsor: Committee of American Steamship Lines. Commerce speaker: Paul E. Pauly, Bureau of International Business Operations.

9-11.—Mississippi Valley World Trade Conference, New Orleans, La. Commerce speakers: Assistant Secretary Jack N. Behrman; Oliver Bongaard, Bureau of International Business Operations; Rene Lutz, Bureau of International Programs.

10.—Trade Expansion Seminar for the Music Industry, Chicago, Ill. Sponsor: Americans for a Music Library in Israel. Commerce speaker: Edward R. Killam, Business and Defense Services Administration.

11-22.—6th U.S. World Trade Fair, Coliseum, New York, N.Y.★

13-17.—Sixty-sixth annual convention, National Association of Credit Management, Hotel Philadelphia-Sheraton, Philadelphia, Pa. Speaker: Albert J. Redway, Export-Import Bank of Washington.

13-18.—Ninth Institute on International Trade, Monticello, Ill. Sponsor: University of Illinois, Illinois Manufacturers' Association.

16-17.—Conference for corporation executives: The Business Outlook in South and Southeast Asia. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

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